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Connecting: Key Networking Tips for Business and Life: 103 proven strategies to increase business and build relationships

William M. Saleebey Ph.D.

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This book covers every conceivable aspect of business and personal networking, and considers networking as a way of life. The author has extensive training in both psychology and business development, and brings to bear both areas of expertise as the foremost expert in the psychology of networking. There are over 100 immediately useful networking tips, as well as numerous networking exercises that can be used by readers and leaders of networking groups to increase personal awareness and build relationships. The book addresses business development through strategic networking with pithy tips to aid in the building and nurturing of long-term relationships for gaining both inbound and outbound referrals, warm introductions and having a viable network. It is a veritable tool kit of numerous tips, guides, strategies and tactics that have been used by thousands of people in a wide variety of settings. Networking is presented as a process where giving and getting involved are the primary focus. Readers are continually taught and urged to find ways to be valuable to others, maintain a high level of ethical behavior, to show up, and to show up consistently. Dr. Saleebey's holistic approach to the networking process has been utilized by many networking groups, professional firms, organizations and alumni groups. There are accompanying real life stories which serve to amplify the points made by the author. Some of the key topics are: the relative value of personal and business conversations, the utility of a wider or deeper networking, and the choices between in person and virtual networking. The state-of-the-art information considers both traditional approaches and current trends in networking practices. Connecting: Key Networking Tips for Business and Life is a must read for everyone who has been told that they should be networking. The book is easy to read and immediately useful. It cuts through the morass of information on networking to the most important aspects of the process.

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Spent a free time and energy to be fun activity to perform! A lot of people spent their sparetime with their family, or all their friends. Usually they carrying out activity like watching television, planning to beach, or picnic within the park. They actually doing ditto every week. Do you feel it? Do you wish to something different to fill your personal free time/ holiday? Can be reading a book may be option to fill your cost-free time/ holiday. The first thing that you ask may be what kinds of publication that you should read. If you want to try look for book, may be the reserve untitled Connecting: Key Networking Tips for Business and Life: 103 proven strategies to increase business and build relationships can be fine book to read. May be it might be best activity to you.

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