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Synopsis Books:

Business Networking Success In the business world, knowing people and having connections is one of the keys to accomplishing something great...this book will show you how to get out there and be GREAT!

If you are trying to sell a product or service cold to the masses, you are probably hitting a brick wall. There are generally a score of other people trying to do the same thing that you are and there is little hope of cutting through the millions and millions of marketing messages being sent out daily.

What if, instead of shouting to everyone, you had a group of people who liked listening to you, were receptive to your offers and were willing to share your stuff with their family and friends.

This group of champions are who you want to cultivate in your network.

Who Is This Book For? Self Employed Entrepreneurs Speakers, Coaches and Trainers Affiliate and Network Marketing Pros Event Planners and Formal Networkers Real Estate Professionals Included in the book:

Why Having Big Networks Matters

Starting From Zero

In Person Networking

The Internet

Social Media

What To Do With Your Contacts

Promoting Other People

Buying Big Networks

Negative Feedback

What Is Big

Whether you are starting from zero or looking for a few gems to up your networking game, you will find something here to make your networking efforts better.

Best quote in the book:

"Eventually, even those will fall away and you'll find yourself preaching to a choir of crickets."

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