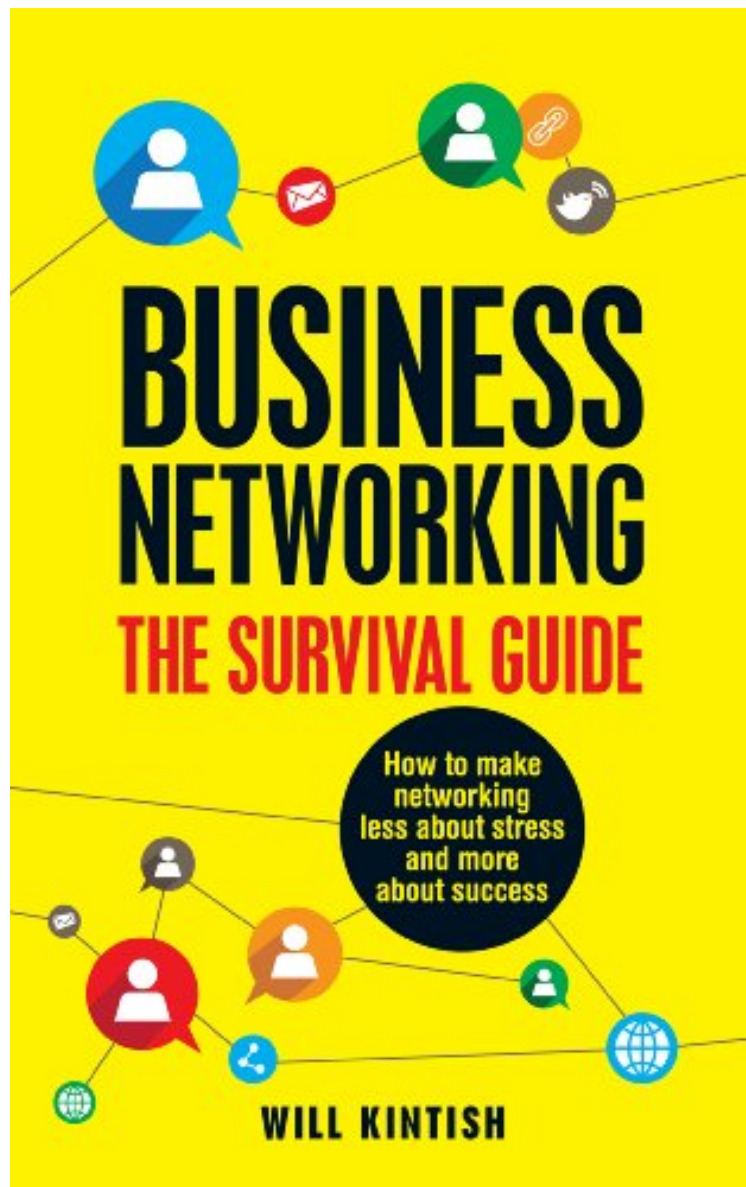


(Ebook pdf) Business Networking - The Survival Guide: How to make networking less about stress and more about success

## **Business Networking - The Survival Guide: How to make networking less about stress and more about success**

*Will Kintish*

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What's stopping you networking? You know you need to do it and, like most people, you probably hate it. Business Networking – The Survival Guide helps you overcome all your fears and concerns. Start navigating the networking jungle like an expert as you build your confidence, raise your profile, create new connections, strengthen your support network and open up exciting new opportunities.Effective networking – both in person and online – has never been more vital. This indispensable, friendly guide will take you step by step through the whole process so you can quickly master: Invitations – plan, prepare and make the best of LinkedIn Meeting people – work the room, feel comfortable and start conversations Spotting needs – work out what people want, ask the right questions and establish credibility Reconnecting – follow up, keep in touch and win that pitch Networking may be necessary, but it doesn't have to be stressful.

"If you want to accelerate your confidence and effectiveness.Clar, concise with fast results." Dr Lynda Shaw, CPsychol, Business Neuroscientist 'Perfect for any novice networkers and anyone wanting to refresh their skills. Fantastic!' Harris Frazer, Corporate Risk Advisor 'Follow this simple process and celebrate those Ahaa moments that lead to more success.' George Torok, Co-author, Secrets of Power Marketing Host of the radio show, Business In Motion From the Back Cover What's stopping you networking? You know you need to do it and, like most people, you probably hate it. Business Networking – The Survival Guide helps you overcome all your fears and concerns. Start navigating the networking jungle like an expert as you build your confidence, raise your profile, create new connections, strengthen your support network and open up exciting new opportunities. Effective networking – both in person and online – has never been more vital. This indispensable, friendly guide will take you step by step through the whole process so you can quickly master: Invitations – plan, prepare and make the best of LinkedIn Meeting people – work the room, feel comfortable and start conversations Spotting needs – work out what people want, ask the right questions and establish credibility Reconnecting – follow up, keep in touch and win that pitch Networking may be necessary, but it doesn't have to be stressful.