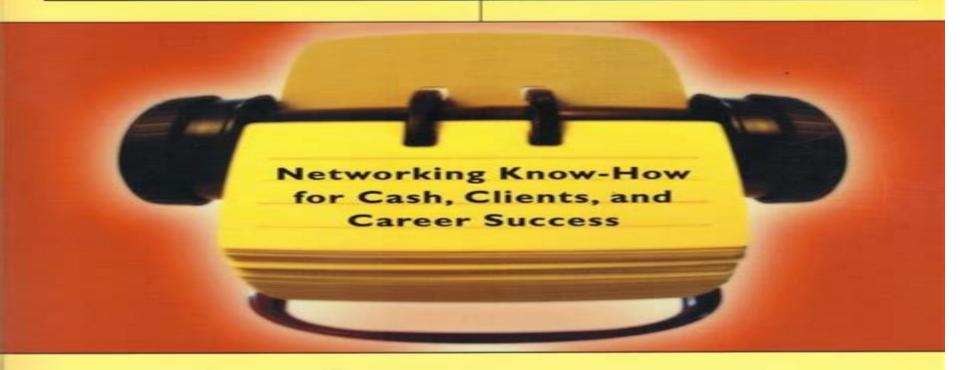
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ANNE BABER & LYNNE WAYMON

Kathie Hightower, Holly Scherer

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Make Your Contacts Count Anne Baber, Lynne Waymon, 2002 Annotation Setting up a network of contacts is the single most important thing people can do to protect and advance their careers All businesspeople no matter what they do for a living can use networking know how to reach their goals and this book is the best place to start Filled with guizzes checklists and sample conversations the book opens with a Strategic Networking Activities self assessment test and lets readers chart their increasing skills as they master the strategies needed to effectively build business relationships Readers will learn how to avoid the Top 20 Networking Turn Offs create a workplace contact map and build strategic alliances In addition they ll master the Six Stages of Networking as well as how to make the most of corporate events and memberships By the time readers are done not only will they be able to meet people more easily but they ll also know how to remember their new contacts names and follow up effectively This book is the blueprint to follow for anyone trying to position themselves for career advancement or sales success Impact ePub eBook Amanda Vickers, Steve Bavister, Jackie Smith, 2012-10-12 Learn how to harness the power of personal impact so you can earn more live more and be more Impact is everything It gives us huge competitive advantages as we impress others and are remembered when it matters the most It gives us the confidence to succeed and achieve our personal and professional goals and enables us persuade and influence others so we can get what we want when we want This book will show anybody how to use the power of impact to make a great first impression raise their profile secure that promotion land their dream job be the person everyone remembers make amazing presentations and

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