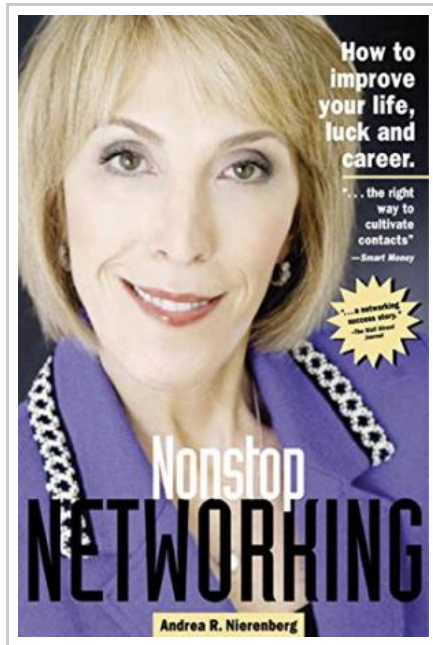




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Nonstop Networking: How to Improve Your Life, Luck and Career (Hardback)

By Andrea Nierenberg

Capital Books, Incorporated, US, United States, 2004. Hardback. Book Condition: New. 218 x 152 mm. Language: English . Brand New Book. Does the word networking make you cringe? Maybe that is why many shy away from the very skill that can help them personally and professionally. In Nonstop Networking author and personal marketing consultant, Andrea Nierenberg, reveals unique and easy-to-use strategies for linking-up with people in order to achieve mutual personal and professional goals. Based on five simple steps, Andrea's system is different from other networking techniques in that it focuses on comfortable and familiar techniques for building relationships and not on handing out business cards and asking for referrals. Readers will discover positive ways to network anywhere, any time and the secret of how to build relationships that will improve their life, luck, and career. Learn twelve techniques to use when approaching a room full of strangers, master eight sure-fire communications skills, discover the types of people you need in your network (and that may already be a part of your circle of contacts.) Are you shy or introverted? Learn networking techniques that capitalize on your natural abilities. Are you anxious about keeping track of all your contacts? Andrea...



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