



Networking is Dead: Making Connections That Matter

By Melissa Giovagnoli Wilson, Larry Mohl

BenBella Books. Hardback. Book Condition: new. BRAND NEW, Networking is Dead: Making Connections That Matter, Melissa Giovagnoli Wilson, Larry Mohl, Are you .hoping your next networking event will be "the one"? .collecting mountains of business cards? .having countless breakfasts and lunches? .thinking about what you give and get? Then your way of networking is dead. With social networks, teleconferencing, and webinars, you are able to meet more people in more ways than ever before. But that doesn't mean you're creating new possibilities through valuable connections. Networking Is Dead offers a new approach to fundamental networking misconceptions. Authors Melissa G Wilson and Larry Mohl show it's the quality rather than the quantity of connections that counts. Their fable tells the story of connection expert Dan guiding Meredith, an outgoing social media expert, and Lance, a shy accountant, to build relationships that matter to them and their businesses. It shows an effective process that lets you: *

- * Deepen existing relationships and make meaningful new ones *
- * Connect across your own company to strengthen your business
- * Find people with similar values to embark on mutually beneficial opportunities *
- * Leverage your connections instead of being overwhelmed by them

Networking Is Dead is an engaging...



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Reviews

Very helpful to all category of individuals. It is definitely simplified but surprises inside the 50 percent of your pdf. I am very happy to inform you that this is actually the very best pdf i have read in my very own lifestyle and may be the finest pdf for actually.

-- **Christelle Treutel**

Extremely helpful for all group of men and women. it absolutely was written extremely perfectly and valuable. Your way of life span will be transform when you complete looking at this ebook.

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