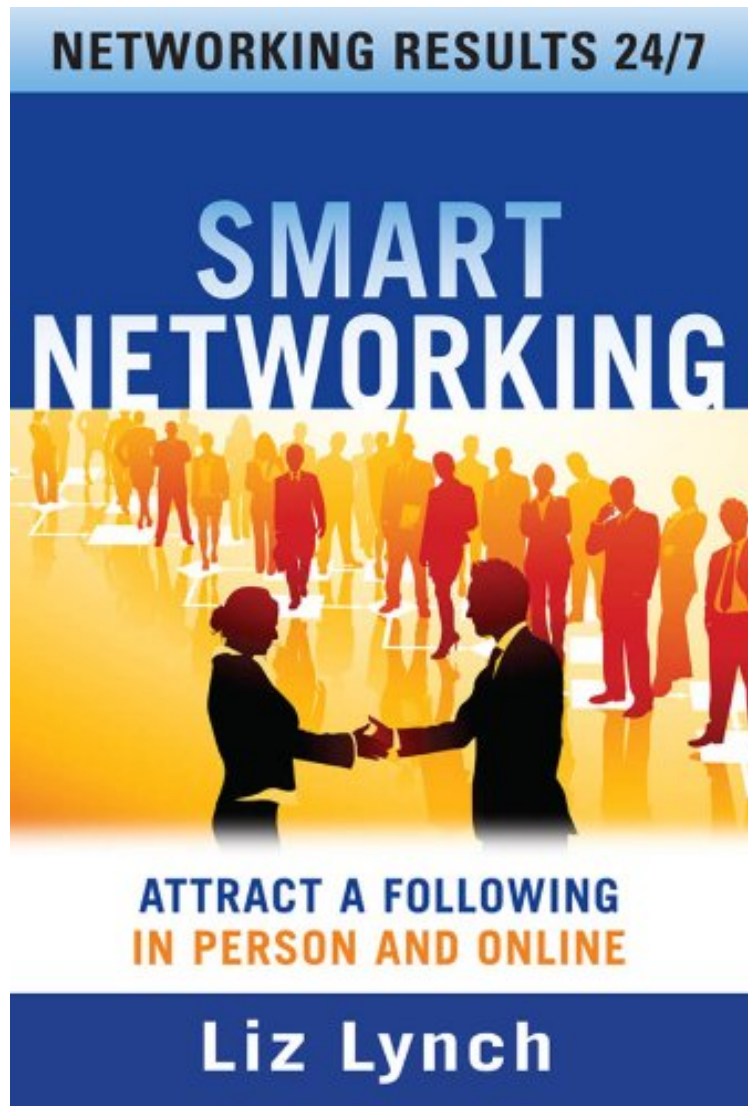


Smart Networking: Attract a Following In Person and Online

Liz Lynch

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Liz Lynch : Smart Networking: Attract a Following In Person and Online before purchasing it in order to gauge whether or not it would be worth my time, and all praised Smart Networking: Attract a Following In Person and Online:

0 of 0 people found the following review helpful. Five Stars
By Color Bike Lights
great book. Liz also signed it, She is Fantastic
0 of 1 people found the following review helpful. Get advice for creating your own special network
By J. Churchill
This book is excellent advice for creating your own network. Liz has great insights for how to handle difficult things like follow-up, creativity, or the difficult task of asking. Rather than offering the usual "if you don't ask you won't receive" sort of advice, she is practical and realistic. She provides excellent guidance on follow-up. I found

the chart in Chapter 13 very helpful in setting up my next steps. My resolution for the new year is to focus on my network--this book has provided me with renewed focus and great ideas. She has a wealth of advice for using technology to leverage your time and network. This book is one you'll refer to for quite awhile; it's filled with good ideas and solid advice. 6 of 8 people found the following review helpful. Smart Networking By Liz Lynch By Gary Perman I'm Gary Perman, a headhunter that owns a boutique firm that provides critical management for technology companies throughout North America. This is a great book for the novice as well as the experienced networker. It guides the novice through step by step networking methods as well as Gives the reasons "why" one networks and the benefits received from networking. The experienced networker will learn some great advanced networking methods As well as pick up many nuggets of Gold to use at professional and social events, On-line, and over the phone. I've been networking for years and found this book Contains a tremendous amount of ideas I could put to use immediately. This book is well worth your time.

New Contacts, Greater Success, and Bigger Business The key to unlimited opportunities for your business starts with Smart Networking. This is the essential guidebook for building business relationships in a wired world. Business strategist Liz Lynch demystifies the process and puts strategic systems in place that build connections worldwide and attract opportunities 24/7. Packed with powerful strategies tested by years of experience, as well as real-life stories from the field, Smart Networking describes how to integrate face-to-face techniques with a strong online presence. You'll get low-cost marketing tools that are designed to expand your professional circle exponentially. Lynch will also help you to: Identify the gaps in your network and develop a plan to fill them Tap into existing contacts and master the art of the ask Increase visibility through speaking, e-zine publishing, and blogs Expand your reach with social networking tools Develop a winning mindset to guide all your networking activities

About the Author Liz Lynch is author of 102 Secrets to Smarter Networking and founder of the Center for Networking Excellence. This company develops products, programs, and seminars that help entrepreneurs and professionals get clients, build their businesses, and accelerate their careers through networking.