

[Free] Start with Hello: How to Convert Today's Stranger into Tomorrow's Client

Start with Hello: How to Convert Today's Stranger into Tomorrow's Client

Linda Coles

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Linda Coles : Start with Hello: How to Convert Today's Stranger into Tomorrow's Client before purchasing it in order to gauge whether or not it would be worth my time, and all praised Start with Hello: How to Convert Today's Stranger into Tomorrow's Client:

0 of 0 people found the following review helpful. So Timely for Today!By Conor Cusack, M.P.A.Start with Hello: How to Convert Today's Stranger into Tomorrow's Client is a refreshing and uplifting compilation of stories that

remind us that even in today's fast and furious pace of business, lasting and productive relationships can be sustained with the right balance of genuine interpersonal communication and online follow-up. Using real-life examples, Linda Coles reminds readers how critical a role the human element plays in establishing and sustaining effective relationships in today's complicated world immersed in 24-7 technology. Bravo! 0 of 0 people found the following review helpful. Her stylish character is amazing and the produced book is really cool and introduces ...By Engineering Support I have always been fan of Linda Coles, She is exceptionally creative person. Her stylish character is amazing and the produced book is really cool and introduces great situations where meeting and saying "hello" to others could translate into great business opportunity. 0 of 0 people found the following review helpful. Amazing By Njim great book

How and why the ability to connect with strangers is vital to business success Good communication with colleagues and clients is an important aspect of doing business successfully. But if you're only talking to your associates, you're missing out on half the story and leaving money on the table. Start with "Hello" reveals how the most successful businesspeople and leaders share an overlooked and underappreciated talent—the ability to engage and communicate with strangers in productive, creative ways. Put simply, people like to do business with people they know, like, and trust. So get to know more people! Even if you don't think of yourself as the most outgoing person, you can learn to be more open and engaging to strangers. The book explains simple, key aspects of communication that make it easy to connect with new people, including behavioral styles, body language, and eye contact. Add together simple tips for starting conversations and following-up on them, and you'll be well on your way to making the business connections that count. Features straightforward guidance for anyone who needs help building new connections with new people Written by a high-profile expert and thought leader in the art of relationship building Includes real stories that reveal how often chance meetings and conversations develop into profitable business relationships In a small, hyper-connected world, today's stranger might be tomorrow's client. If you want to boost your business prospects in simple, practical ways, Start with "Hello" is the resource for you.

From the Back Cover What's the first step to success? Start with Hello! Start with Hello reveals the skill that so many successful people share—talking to strangers. That is, the ability to engage with strangers in productive and creative ways, and turn them into valuable professional contacts. Packed with tips and inspiring true stories, Start with Hello will show you how to: be in the right place at the right time for networking take the first step in starting a new conversation make a positive first impression build strong business relationships online and offline expand your circle of friends and colleagues. Whatever business you are in, your success depends on the relationships you build. That person sharing the lift with you could just become a future business partner, a career-changing connection or a lifelong friend. If you want to boost your prospects in business and in life, just Start with Hello. About the Author Linda Coles is the founder of Blue Banana, which trains businesspeople in the use of social media in online branding and business development. As a consultant, Linda has spoken to a wide range of companies and organisations. She is also the author of Learn Marketing with Social Media in 7 Days. Visit www.bluebanana20.com.