

Who this book is for? This book is for anyone who wants or needs to learn how to build their business via networking. It will save you time, effort and money. If you are starting out in business and need to find prospects, leads and clients through word of mouth recommendations and referrals then this book is a superb resource to get you going effectively right from the start. If you have been networking for a while but have seen little return for your efforts, this book will assist you in gaining a better understanding of the aims networking, identify and improve on your weak areas and help you generate more success. If you are a well-established organisation that wishes to send employee teams out to networking events in order to build the business further, you would do well to ensure that they understand what is expected of them in order to achieve the objectives you set. This book will help them and it will help you. It is sometimes difficult to promote an intangible service due to the fact that potential clients cannot see the product and may take more convincing to buy. Business networking, when done well, is a tremendous way to establish and promote your professional offering, build a solid network of referral contacts and boost your profits.

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