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Your Network Is Your Net Worth

Robert Chirima



Your Network Is Your Net Worth:

Your Network Is Your Net Worth Porter Gale, 2013-06-04 An internationally known public speaker entrepreneur and marketing executive shares practical up to date tips for mastering the skills of networking Networking doesn't have to be that frenzied old school game of calendars packed with stuffy power lunches and sterile evenings at community business gatherings We've entered a new era one in which shifting cultural values and the explosion of digital technology enable us to network in vastly more efficient more focused and more enjoyable ways A fresh take on How to Win Friends and Influence People Your Network Is Your Net Worth is an entertaining straightforward guide filled with revealing case studies hands on advice and innovative strategies for building your network Written by sought after speaker entrepreneur and marketing executive Porter Gale with a foreword by Apple evangelist and bestselling author Guy Kawasaki this book shows you how to establish expand and nurture your connections both online and off New ways to network are popping up every day and Gale tells you how to make the most of them but even traditional networking opportunities are not the same animals that they once were and we need to shift our attitudes and approaches accordingly Networking has evolved from a transactional game to a transformational process Whereas once it was about power plays now it's about charting your own course following your passions and making meaningful connections which in turn increase your happiness and productivity In addition to chronicling her own rise from an ad agency intern to an in demand consultant Gale also shares the inspiring stories of so many others who live by this networking model a military wife who connects with social media communities while her husband is deployed overseas a young woman blogger battling leukemia a dyslexic politician who wins elections by telling stories and the CEO of a Major League Baseball team who once made a phone call that changed the course of his life When you focus on your passions and reorganize your networking around your values and beliefs you will discover the kind of lasting relationships personal transformation and ultimately tangible wealth that are the foundation for happiness and success With a message both timely and important Your Network Is Your Net Worth is the definitive handbook to Networking

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purposeful network you can access opportunities that previously seemed out of reach You might lack formal education but the right connections can open doors to success Conversely possessing high qualifications or wealth alone does not guarantee success if your network is weak or disconnected For example in today s world many people complain There are no jobs but that s not entirely true Often opportunities are out there waiting to be tapped if only we knew the right people or had the right connections A close friend of mine once went for an interview was the best candidate yet didn t get the job Why Because of poor networking Someone else who was connected to the Director secured the position Its about relationships and connections This story underscores that qualifications and skills matter but equally vital is your network You are where you are because of your networks If your networks are rich then you also becomes rich Your net worth is determined by your network Your network determines your net worth If you want to go fast go alone If you want to go far go together African Proverb *Relationships* Godwill Morjan Soma,2017-08-04 *RELATIONSHIPS Your Network Is Your Net Worth* delves deeper into the world of relationships and how it plays an important role in the building of both your network and net worth Here you will discover that various social interactions readily affect both your physical and mental health You will also learn to assess the quality of all of your relationships so that you may effectively discern if they are healthy or unhealthy for you At the same time you will also discover how relationships affect your net worth and the steps that you must undertake in order to build a network that would help to increase it Meanwhile this book also further talks about the importance of all the relationships that you established in your business undertaking whether it concerns your own employees suppliers customers government authorities and even competing businesses This book would teach you how to build strong relationships with each of these social groups Moreover the book also offers a biblical perspective on relationships so that you will have a better picture of how relationships have also played a critical role among developing societies through the ages and how the lessons here truly apply to real life situations Although this book tends to talk more about relationships in a business setting the lessons learned here can nonetheless be applied to other kinds of relationships as well In fact it would certainly help you improve your relationship skills when it comes to family friends casual acquaintances and even lovers *Sales Essentials: The Tools You Need at Every Stage to Close More Deals and Crush Your Quota* Rana Salman,2023-06-20 Must know concepts and smart strategies for every step of a sale from the new Business Essentials Series for busy professionals The focus of sales always seems to be on the ultimate goal of closing deals which makes it easy to overlook the crucial steps that come before during and after the sale But the reality is knowing the right things to do in all steps of the process is what sets us up for success Whether you re just starting out or are looking to improve your sales skills this book from industry expert Rana Salman is a start to finish guide that will quickly lead you toward quota crushing performance Everything you need to know is here in three easy to digest parts PART I THE ESSENTIALS explores the foundation for the sales experience provides insights into common challenges sellers encounter describes the characteristics needed to excel in sales and more PART II

THE ESSENTIALS APPLIED gives you targeted tools designed to help you close deals and expand accounts including tips on prospecting preparing and conducting discovery meetings getting the most out of follow up meetings effectively onboarding new clients and more PART III BEYOND THE ESSENTIALS offers even more hands on advice about the human side of sales from dealing with rejection and self doubt to learning about specific tactics to help protect your mental health and more Packed with practical advice useful tools assessments and a toolkit Sales Essentials is the comprehensive resource you need to immediately boost your skills and increase your confidence on the way to career changing sales success **LinkedIn** Howard J Fellman,2024-07-20 LinkedIn can be very complex offering many pitfalls to those who do not have clear goals and ambitions as to how to properly maneuver the popular social media site I have assembled a list of over 150 tips traps and techniques to help newcomers succeed while avoiding many of the mistakes that I unknowingly made since joining in 2010

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