

Little Black Book of Connections 6.5 Assets for Networking Your Way to Rich Relationships



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(Margie Jaskolski)

LITTLE BLACK BOOK OF CONNECTIONS 6.5 ASSETS FOR NETWORKING YOUR WAY TO RICH RELATIONSHIPS



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Bard Press. Hardcover. Book Condition: New. Hardcover. 220 pages. Dimensions: 7.6in. x 5.0in. x 0.7in. People in all kinds of jobs, in big and small companies career builders, sales people, and aspiring executives will love this edgy, practical, and fun book. In the spirit, style, and format of the bestselling Little Red Book of Selling, the country's #1 sales trainer, Jeffrey Gitomer, offers a fresh take on networking and connecting your way to success. The Little Black Book of Connections is based on the power of give value first. It's about how you can climb the ladder without stepping on people's backs. It's about how to earn the respect of a powerful mentor without begging. It's about how to build stronger relationships with customers, bosses, co-workers, vendors, friends, and family. It's about being in the same room with powerful people. It's about how to connect and how to not connect. It's about how to say the right things to the right people in the right circumstances to make the right impression. The book is small. The cover is classic black cloth. The four-color text graphics makes it attractive and easy to read. The compelling content is easy to understand and implement. This item ships from multiple locations. Your book may arrive from Roseburg, OR, La Vergne, TN. Hardcover.

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