

[Download free ebook] File size: 52.Mb

# Networking Is Not Working: Stop Collecting Business Cards and Start Making Meaningful Connections (English Edition)



Par Derek Coburn

DOC | \*audiobook | ebooks | Download  
PDF | ePub

Dtails sur le produit Rang parmi les ventes :  
#71302 dans eBooksPubli le: 2014-05-03  
Sorti le: 2014-05-03Format: Ebook  
Kindle

[Download free ebook] Networking Is Not Working: Stop Collecting Business Cards and Start Making Meaningful Connections (English Edition)

Par Derek Coburn : **Networking Is Not Working: Stop Collecting Business Cards and Start Making Meaningful Connections (English Edition)** before purchasing it in order to gage whether or not it would be worth my time, and all praised Networking Is Not Working: Stop Collecting Business Cards and Start Making Meaningful Connections (English Edition):

Download

Read Online

## Description :

Prsentation de l'diteurOver the last few decades, networking has devolved into an endless series of cattle call events full of open bars and closed fists. Perfect strangers, after a long day at the office, agree to show up and bump into each other, randomly exchanging business pitches for business cards.Needless to say, traditional networking isnt working anymore. For successful 21st century business people, large networking

events and the mountains of business cards they produce have become a waste of time and valuable resources. It's time for a new, modern approach to networking. Born out of author Derek Coburn's frustration with having spent thousands of fruitless hours attending traditional networking events, this book offers fresh, effective, unconventional strategies for growing and nurturing a powerful network. These strategies grew Coburn's revenue by 300% in just 18 months and can have a major impact on your business. You will learn how to:- Become the Ultimate Connector- Become the Ultimate Resource - Identify and develop relationships with world-class professionals- Enhance the value you deliver for your best clients- Position yourself for more quality introductions to ideal prospective clients. Once you implement the networking strategies in this book, the quality of your clients, your business, and your life will improve dramatically.

**Présentation de l'auteur** Over the last few decades, networking has devolved into an endless series of cattle call events full of open bars and closed fists. Perfect strangers, after a long day at the office, agree to show up and bump into each other, randomly exchanging business pitches for business cards. Needless to say, traditional networking isn't working anymore. For successful 21st century business people, large networking events and the mountains of business cards they produce have become a waste of time and valuable resources. It's time for a new, modern approach to networking. Born out of author Derek Coburn's frustration with having spent thousands of fruitless hours attending traditional networking events, this book offers fresh, effective, unconventional strategies for growing and nurturing a powerful network. These strategies grew Coburn's revenue by 300% in just 18 months and can have a major impact on your business. You will learn how to:- Become the Ultimate Connector- Become the Ultimate Resource - Identify and develop relationships with world-class professionals- Enhance the value you deliver for your best clients- Position yourself for more quality introductions to ideal prospective clients. Once you implement the networking strategies in this book, the quality of your clients, your business, and your life will improve dramatically.

**Biographie de l'auteur** Derek Coburn is the Founder and CEO of cadre, an un-networking community in Washington, DC and Baltimore, MD, which currently supports over 100 CEOs and business leaders and has hosted numerous bestselling authors and important public figures. He began his career as a financial advisor in 1998 and built a thriving wealth management practice, mainly by outworking everyone else. When the economy took a turn for the worse, he had to devote more attention to his existing clients and had less time for "traditional networking". He began to experiment with his own ideas, which included creating an informal "un-networking" group consisting of his best clients and other top professionals. These techniques tripled his revenue - in just 18 months - and improved the quality of his business and life. Derek's passion for connecting remarkable professionals led him to start cadre, and now, to write his first book.