



Make Your Contacts Count: Networking Know-How for Cash, Clients, and Career Success

Anne Baber, Lynne Waymon

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Setting up a network of contacts is vital if people want to protect and advance their careers. This book is filled with quizzes, checklists, sample conversations and a strategic networking activities self-assessment test, which lets readers chart their increasing skills as they master the strategies needed to effectively build business relationships. Discover the six stages of networking and how to make the most of corporate events and membership, and learn how to avoid the top 20 networking turn-offs, create a workplace contact map and build strategic alliances.

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