



Guide to Powerful Networking & Strategic Partnering: Join Me on the Networking Journey! (Today's The Day Power of Knowing Series) (Volume 1)

Patty Pavey

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The Guide to Powerful Networking & Strategic Partnering is a professional guide to networking, This guide is for beginning networkers and the seasoned networker. The tools included in this guide will assist anyone in developing relationships and increasing ones professionalism in the business community. The methods included are also powerful principles that are beneficial in any relationships. You will find the methods helpful with family, friends, and business. Building strong relationships is the basis of all we do in our lives and business. It is a quick resource guide that answers many concerns about networking while addressing some new concepts in networking today. * What is know, like and trust? * Why should I be concerned with know, like and trust? * How networking is important to business growth * How networking has changed from years ago. * How is networking like dating? * Why some people don't like to network * Responsibilities of networkers * The value of credibility, trust, integrity and authenticity in building relationships. * Crafting how to introduce yourself and business. * What are quality connections? * How to create quality connections. * How many "touches" build know, like and trust? * Tips to connect with influential people. * One on one questions to increase the value of strategic partners. * Mapping your networking relationships. This guide is filled with stories, examples and suggestions that will be beneficial to you in your life and in your business. We often get stuck in our lives and in business because we keep doing the same things expecting different results, the insanity game. The same is true of networking. We get tired of going to events, tired of talking about our businesses and tired of hearing the same things from those in our networking circles. This insanity must stop to make things different. This guide will guide you in getting out of the networking insanity and on the road to networking growth and success.

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