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## Perfect Phrases for Professional Networking: Hundreds of Ready-to-Use Phrases for Meeting and Keeping Helpful Contacts? Everywhere You Go

By Susan Benjamin

Tata McGraw-Hill Education Pvt. Ltd., 2009. Softcover. Book Condition: New. First edition. Table of contents Perfect Phrases for Networking Introduction: Five Networking Imperatives Section One: Perfect Phrases for Networking in Any Situation Chapter 1: The First Hello Chapter 2: Finding a Fit Chapter 3: Asking for Leads Chapter 4: Getting an Invitation Chapter 5: Following Up Chapter 6: Cold contacts Chapter 7: Getting New Leads From an Old Contact Section Two: Networking in Groups Chapter 8: The Big Venue: Conferences, Conventions, and Training Centers Chapter 9: Networking at the Networking Event Chapter 10: Networking When You're the Star Section Three: Online Networking Chapter 11: Emails Chapter 12: Networking Through the Social Network Chapter 13: Comments Sections Chapter 14: Websites -- yours and theirs Section Four: The Networking ?Marketing Marriage Chapter 15: Advertising Opportunities Chapter 16: Newsletter Networks Chapter 17: Marketing materials: from Brochures to Sales Letters Section Five: Networking in Specific Circumstances Chapter 18: When You're Launching a New Career Chapter 19: When The Pressure Cooker Heats Up Chapter 20: When A Sudden Opportunity Opens Up Printed Pages: 0.



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