

WORKING THE NET

A Practical Guide To
Business Networking



SIMON BOZEAT

Working The Net A Practical Guide To Business Networking

**George Metes, John Gundry, Paul
Bradish**



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Working the Net Simon Bozeat, Glyn Williams, 2013-04-03 Our Best Business Networking How To Book In the 21st Century building relationships using a business network has become the norm for generating new leads and clients for your business Based on a research program spanning several years each chapter In this book has stories how to s how not to s techniques and age old secrets of people who have built an exceptional business to business network of talented influential and powerful people to help them to the top of their chosen profession In This Book You Will Discover What business networking is really all about Hint it s NOT going to endless business clubs The 5 common mistakes made in business networking that turn people OFF from helping you The 3 things you absolutely MUST do with business networking that will put you ahead of the pack 3 ways to motivate people to become advocates that actually feel obliged to sell for you How to prepare for a formal or informal networking event and what to take with you 5 essential skills to work a room and make sure you spend time with the right people Discover how to strike up a conversation with someone you have never met The three types of business network you need that will increase your effectiveness How to become a Revenue Enhancer or rainmaker Turn those relationships into hard cash Sharpen up the most important networking skill Find out what it is and why 90% don t have it Why you should buy this book Anyone who sells anything will tell you the most powerful and cheapest form of advertising is word of mouth having a good business network is the key to building an extension of your sales team You will have an ever increasing population of colleagues who almost feel duty bound to exalt the virtues of you to the people they meet In fact we guarantee that if you choose to learn and act on the principles outlined in this book you will improve your ability to network and therefore your career The research that this book is based on is also available on Amazon check out Making It Rain by Simon Bozeat About The Author Simon Bozeat A graduate from Nottingham University he first worked for The Ford Motor Company and later in training and personal development holding senior positions in Lloyds Siemens and GEC Simon became an expert in Behaviour Analysis He also learned NLP via Tony Robbins In 1997 Simon launched his own business and his first major client was Rolls Royce Aerospace based in Derby In the new millenium Simon turned his attention to specialised business networking training for the professional services sector In 2008 he spotted a gap in the market for high profile business clubs The Ashby Business Club launched in 2008 followed by The Midlands Leadership Experience in 2010 In 2012 he launched a highly acclaimed online video training course called How to Build a Profitable Business Network available at simonbozeat.com and in the same year he became a triathlete Buy your copy today *Career Resource Manual* ,1997 Agile Networking George Metes, John Gundry, Paul Bradish, 1998 Agile is a mainstream business strategy designed to help corporations react effectively to destabilizing forces shaping global forces This book aims to show decision makers how they can counter problems by developing agile networks of intranets and extranets that allow for flexible interaction *Subject Guide to Books in Print* ,2001 **Teleconnect** ,1983 **Net Work** Patti Anklaam, 2007-06-07

Patti Anklam provides a guide for leaders and participants to work within and lead purposeful social networks in the world. Awareness of networks and networked organizations has reached the mainstream of the business publishing world as evidenced in the increasing number of articles in such publications as the Harvard Business Review and the Sloan Management Review. Many graduate business school programs now teach social network analysis and network theory. Networks exist outside of corporations as well; everyone participates in multiple networks including the informal family, community work and their purely social networks of friends. Formal networks include civic organizations like Rotary International, alumni groups and business and professional groups. The latter have all evolved distinct governance models, norms for joining and participating, legacy databases, membership rolls and very public identities. There is yet another class of network that is not yet well defined and for which the norms and governance models are emerging: networks such as inter-company and intra-company learning and collaboration networks, independent consultants who share common interests and passions who want to remain independent but work collaboratively and consistently with like-minded others. They can be geographically local, business networks, web-based virtual learning groups and communities or global action networks destined to make the world a better place. The purpose of this book is to provide a taxonomy and guidebook to these emergent networks with a specific focus on helping leaders and participants to create and sustain successful networks. It will address the need for articulating a governance model and norms, selecting and using appropriate tools and expectations for how the network will grow and change over time.

Small Business Sourcebook, 2004 *Business Mastery* Cherie Sohnen-Moe, 1991

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Local and Metropolitan Area Networks William Stallings, 1993

Video Source Book, 2006 A guide to programs currently available on video in the areas of movies, entertainment, general interest, education, sports, recreation, fine arts, health, science, business, industry, children, juvenile, how-to, instruction.

Harvard Business School Core Collection Baker Library,1999 **In Business** ,1991 Business Education Forum
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