

Million Dollar Networking: The Sure Way to Find, Grow, and Keep Your Business (Capital Business)

Andrea Nierenberg



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The Wall Street Journal called Andrea Nierenberg a 'networking success story.' She is a master at helping others build their interpersonal skills to create strong business connections. In her first book, she told you how to improve your life, luck, and career through personal networking. In "Million Dollar Networking", this top corporate consultant focuses on what she knows best - building business through networking - and shows you how to find and develop a solid network of business relationships and lifelong customers. For all types of businesses—from financial services to advertising agencies, from retailers to technology companies —Andrea provides the universal rules of effective networking, offers easy-to-follow steps for establishing your business connections, and explains the attributes of great networkers and how you can attain them. In her frank, relaxed style, Andrea's new book is just as fun to read as her first, Nonstop Networking, and has useful tips and action points, plus exercises to help you incorporate her teaching into your business plan.

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