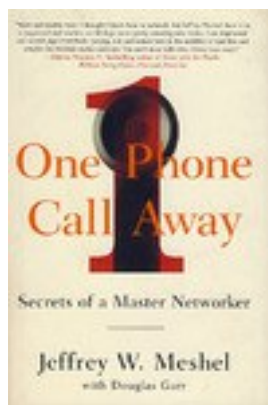


高效人际网络的秘诀 One Phone Call Away



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在线阅读本书

The maxim "It's not what you know, it's who you know" goes a long way toward explaining why some people are more successful in their careers than others. But it's not only who you know. More important, it's what you know about who you know. Just collecting business cards is pointless.

But as Jeffrey Meshel points out, most people can dramatically increase their "who you know" quotient once they understand the secrets of a master networker. Meshel, who now has more than 4,500 contacts in his Rolodex, shares the secrets that have helped him become a star in the financial world. For instance, he explains how to:

"stop thinking 'What's in it for me?' and start asking 'How can I help you?'"

"overcome shyness when meeting people"

- • learn how to sell yourself
- • become a “connector” who puts others in touch
- • plant seeds now that will eventually pay off

Filled with fascinating stories and easy-to-master lessons, One Phone Call Away is perfect for anyone who wants to capitalize on the strengths of friends, colleagues, and acquaintances—and take a career to the next level.

作者介绍:

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