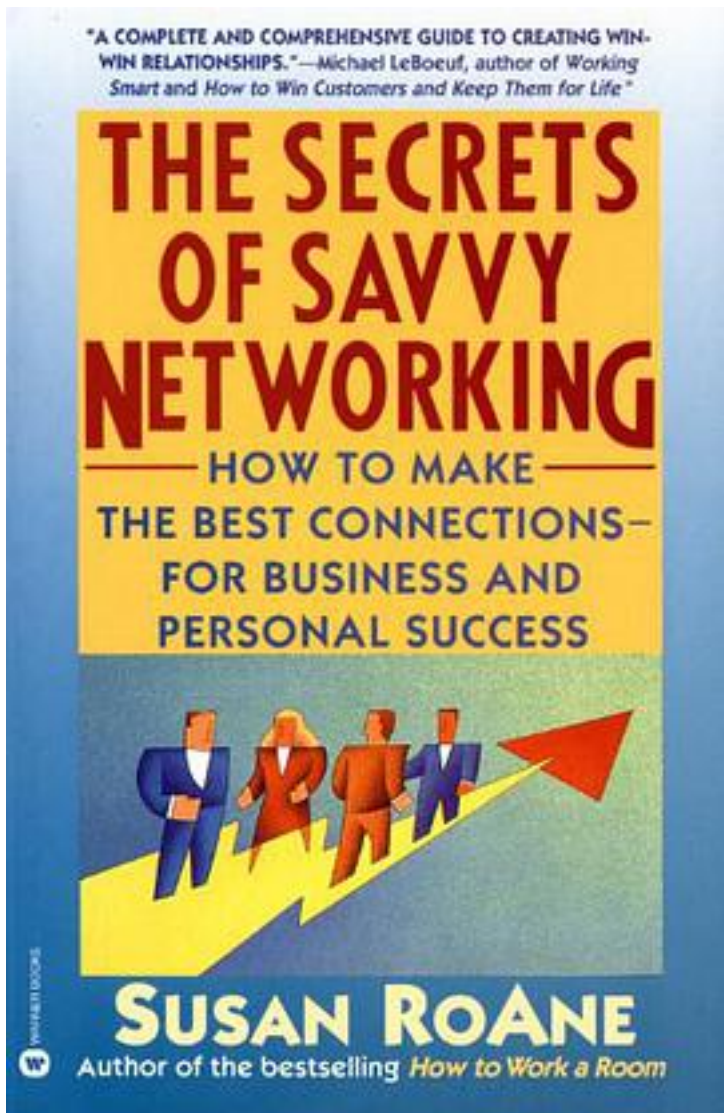


The Secrets of Savvy Networking



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The essential guide to networking is now on available on CD. In this era of super-communications, making it means making connections--and putting those connections to work. How powerful are your networking skills? Susan RoAne, bestselling author of "How to Work a Room," offers her surefire methods for developing networking techniques and resources, and turning them into a ladder for success. Let her show you how to: - Obtain leads, referrals, and contacts- Identify your networking gaps and fill them in- Employ essential and appropriate follow-up procedures- Make effective use of business tools--from cards to phone to lunches to the office grapevine Down-to-earth, humorous and immensely practical, THE SECRETS OF SAVVY NETWORKING will increase your confidence in dealing with everything from an answering machine to a room full of strangers.

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