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By Soma Datta

Intentional Growth Strategies, United States, 2015. Paperback. Book Condition: New. 279 x 216 mm. Language: English . Brand New Book ***** Print on Demand *****.Everywhere you turn you hear it; To grow personally and professionally from networking you must have a follow-up plan. Without follow-up, we miss the opportunity to turn conversations into connections, and then into clients. What I found sorely lacking in the marketplace are the tools that show you how to follow-up. This concise workbook was born out of numerous presentations, workshops, and coaching sessions I ve facilitated with people who stop cold before the follow-up stage. Without clear guidance, my clients networking efforts fizzle out. Use the tools in Fearless Follow-Up to plan and track your actions after the glow of the networking event has dimmed. I created Fearless Follow-Up for you as a companion that will live with you, travel with you, and help you turn conversations in genuine connections as you network. Tools you ll find in the workbook: - Customer profile tracker to gather and refine your target customer needs - Event specific networking action planner - Targeted debrief summary to evaluate the effectiveness of the networking events you choose - Segmented follow-up...

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