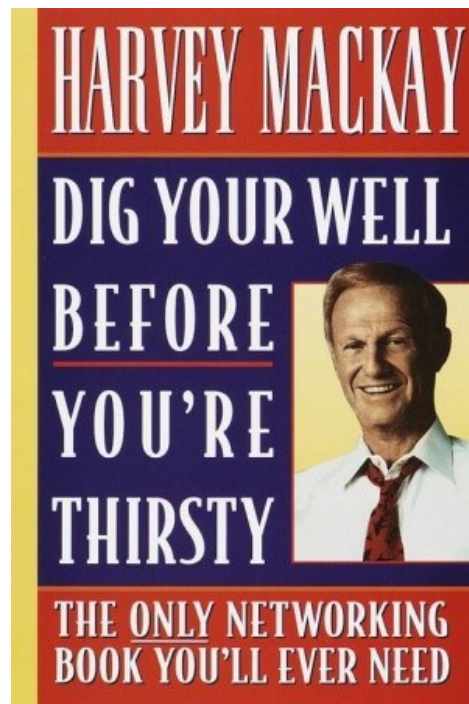


Buch herunterladen Dig Your Well before You're Thirsty: The only networking book you'll ever need

By Harvey MacKay



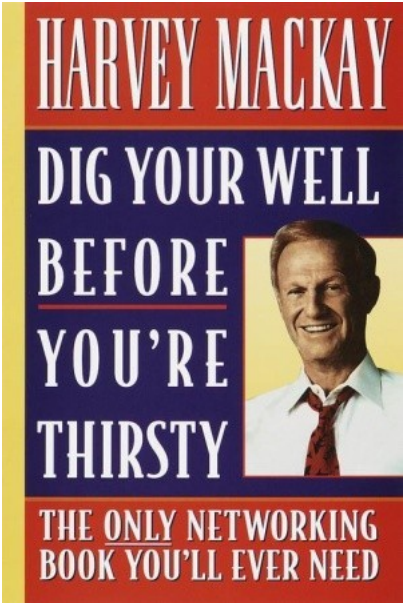
Books Details

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Books Descriptions

Bestselling author Harvey Mackay reveals his techniques for the most essential tool in business--networking, the indispensable art of building contacts. Now in paperback, *Dig Your Well Before You're Thirsty* is Harvey Mackay's last word on how to get what you want from the world through networking. For everyone from the sales rep facing a career-making deal to the entrepreneur in search of capital, *Dig Your Well* explains how meeting these needs should be no more than a few calls away. This shrewdly practical book distills Mackay's wisdom gleaned from years of "swimming with sharks," including: What kinds of networks exist How to start a network, and how to wring the most from it The smart way to downsize your list--who to keep, who to dump How to keep track of favors done and favors owed--Is it my lunch or yours? What you can do if you are not good at small talk *Dig Your Well Before You're Thirsty* is a must for anyone who wants to get ahead by reaching out.

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