

Strategic Follow Up: Five Easy Steps to Build Your Business (Paperback)



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Reviews

This is the finest publication we have read through right up until now. Better then never, though i am quite late in start reading this one. Its been written in an remarkably easy way in fact it is only after i finished reading through this book by which basically altered me, affect the way i think.
(Dr. Gabriella Hayes)

STRATEGIC FOLLOW UP: FIVE EASY STEPS TO BUILD YOUR BUSINESS (PAPERBACK)

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Douglas Marketing Concepts, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.After a networking meeting where introductions and business cards are exchanged, many people just don't get it when it comes to follow-up. Are you one of them, overwhelmed by the mountain of business cards you've collected? Your business contacts are the key to unlocking the door to bigger and better things: practical connections, long-term relationships and super-sized synergies that can multiply your success. But just how does having this contact information get you to where you want to go? If you don't follow up--or if you follow up haphazardly, little will come of your efforts, no matter how hard you try. In Strategic Follow Up you'll discover: - A plan for every meeting you attend - The right prospects for you - A variety of ways to interact - What to say and how to track interactions - How to create long-term relationships with customers and prospects When it comes to having a plan for networking, Dr. Kaaren Douglas, hits the nail right on the head on how important FOLLOW UP is and how to apply it properly. I will certainly be implementing this book as part of my Bring-It Mastermind Groups curriculum. AJ Kahn, CEO EntLeader of United States Business Bureau The content is bite-sized and informative and inspirational for the audience. (people like me:) Kevin Hackenberg, Executive Producer, Get-Kinetic, Inc. I think this is perfect. I like that it is in simple steps. Very concise. Certainly, anyone can take action steps on this. Dr. Brian Grossman, Clinical Psychologist, small business owner. I am so grateful for your help and I'm so excited because I have fallen back in love with my business. Maria Durant, Owner...

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