



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

By Kaaren Christine Douglas

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...

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Reviews

It is an awesome publication which i actually have ever read through. it had been writtern really properly and valuable. I found out this book from my i and dad recommended this pdf to discover.

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This book is definitely not simple to begin on studying but quite fun to see. I actually have read and that i am sure that i will gonna read through yet again once again in the foreseeable future. It is extremely difficult to leave it before concluding, once you begin to read the book.

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