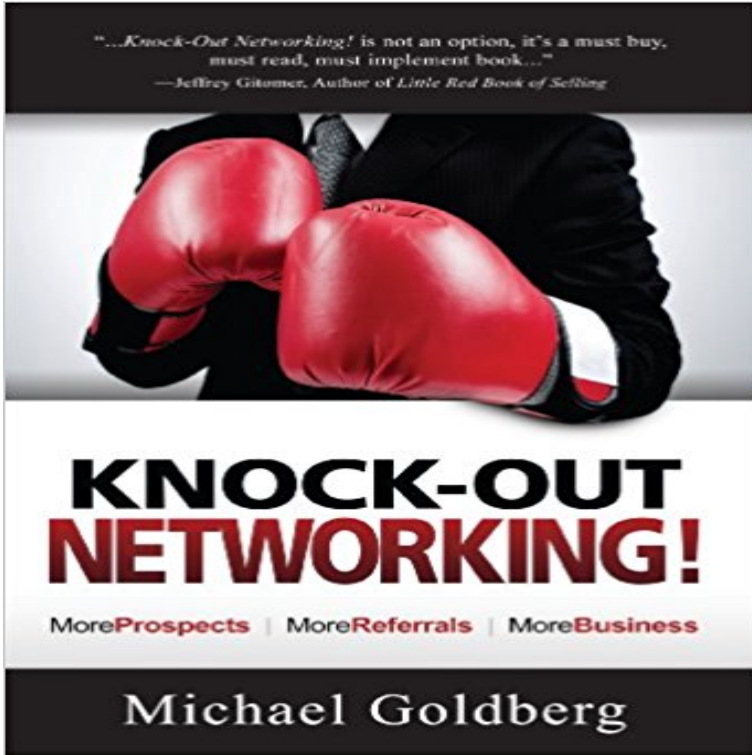


KNOCK-OUT NETWORKING! More Prospects - More Referrals - More Business



The more and better contacts you make, the more wildly successful you will be! But times are tough. If youâ€™re a sales rep, business owner, or job searcher you know firsthand that times are tough. The state of growing a business, making a sale, and landing a job ainâ€™t what it used to be. Just a few years ago, we did it all without websites, email, blogs, domain names, texting, LinkedIn, Twitter, and Google pages. And yes, there was life before Facebook. Well, despite all that technology has allowed us to do, one thing hasnâ€™t changed. Those with the most contacts, best relationships, and greatest understanding of how to utilize them will succeed. Networking is the best way to make those contacts, develop those relationships, and achieve success. Bottom line! So if networking is so important, why donâ€™t more people network? Most people simply donâ€™t know how so they fear what might happen at a networking function, cocktail party, mixer, or business meeting. Have no fear! Knock-Out Networking! is here! All the approaches and strategies you need to go to the right places, say the right things, and meet the right people are laid out in the pages of this book. Knock-Out Networking! is based on Michael Goldbergâ€™s proven system for attracting more prospects, more referrals, and more business to the pipeline. These proven approaches have helped thousands of sales reps, sales managers, business owners, and job searchers change the way they develop relationships. And they will do the same for you! Knock-Out Networking! is

an absolute must read. If you're looking to grow your business or land a new job, Michael Goldberg's pragmatic approach to networking will serve as an invaluable resource in accomplishing those goals. Many of the philosophies discussed in this book are embraced in BNI chapters worldwide for good reason—they work! If you're anxious to learn strategies you can put into action today for immediate results, look no further." Ivan Misner, Founder of BNI and Referral Institute I always thought I was a good networker but I found so many important ideas in Michael's book that I had to rethink all the events I've been to and how I handled them. Michael is a funny, engaging teacher and writes as if he's speaking to you in person. His knowledge is obvious, and his style of sharing the information makes this book so easy to read. Knock-Out Networking! is a MUST for all salespeople!" Gail B. Goodman, President, ConsulTel, Inc. Knock-Out Networking! is the perfect blend of practical ideas, interesting stories, and call to action. Goldberg gives you the best roadmap I've seen to creating sales success through networking. You won't be disappointed." Bill Cates, President of Referral Coach International If networking is part of your success plan, Knock-Out Networking! is not an option, it's a must buy, must read, must implement book before you attend your next meeting." Jeffrey Gitomer, Author of Little Red Book of Selling The concepts Michael teaches in Knock-Out Networking! are brilliant. Any advisor or manager looking to

grow their business through networking needs to master them.” Paul Blanco, Managing Director, Barnum Financial Group, Top MetLife Agency

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