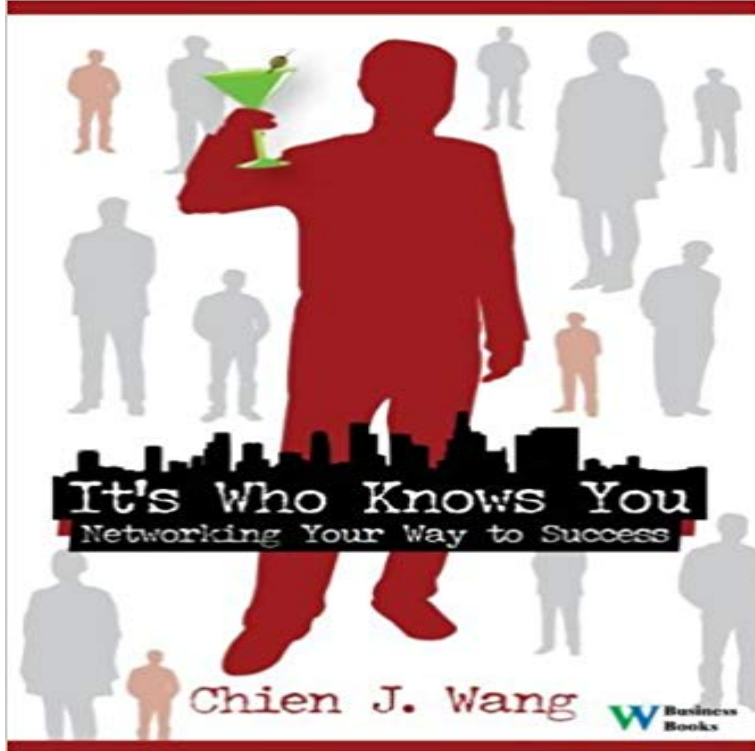


Its Who Knows You: Networking Your Way to Success



It's Who Knows You shows how to turbo-charge your networking results. Learn how changing your mentality on networking can earn you more than friends. Chien's unique philosophy flips the coin on traditional networking since success lies in your contacts' perception of the leads, connections and advice you can provide. The book is packed with strategies and tips for beginners as well as seasoned networking professionals. Learn how to sip a martini, build friends, and develop business opportunities all at the same time. Most networking books teach you how to meet people and keep in contact with them, Its Who Knows You, teaches you how to meet people and how make them keep in contact with you.

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