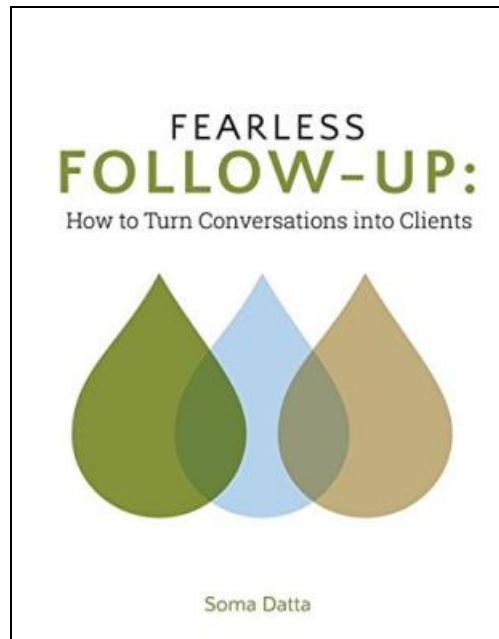


Fearless Follow-Up: How to Turn Conversations Into Clients



Filesize: 5.32 MB

Reviews

A really wonderful ebook with perfect and lucid answers. It is rally interesting through looking at period of time. Once you begin to read the book, it is extremely difficult to leave it before concluding.
(Gustave Moore)

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Intentional Growth Strategies, United States, 2015. Paperback. Book Condition: New. 279 x 216 mm. Language: English . Brand New Book ***** Print on Demand *****.Everywhere you turn you hear it; To grow personally and professionally from networking you must have a follow-up plan. Without follow-up, we miss the opportunity to turn conversations into connections, and then into clients. What I found sorely lacking in the marketplace are the tools that show you how to follow-up. This concise workbook was born out of numerous presentations, workshops, and coaching sessions I ve facilitated with people who stop cold before the follow-up stage. Without clear guidance, my clients networking efforts fizzle out. Use the tools in Fearless Follow-Up to plan and track your actions after the glow of the networking event has dimmed. I created Fearless Follow-Up for you as a companion that will live with you, travel with you, and help you turn conversations in genuine connections as you network. Tools you ll find in the workbook: - Customer profile tracker to gather and refine your target customer needs - Event specific networking action planner - Targeted debrief summary to evaluate the effectiveness of the networking events you choose - Segmented follow-up tracker so you send the right information to the right people at the right time With the Fearless Follow-Up workbook as your companion, you ll blast through the follow-up fizzle to close the loop on your networking and grow your business.



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