



Fearless Follow-Up: How to Turn Conversations Into Clients

By Soma Datta

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...



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This ebook is definitely not easy to get going on looking at but quite fun to learn. We have read and so i am sure that i will gonna study once more yet again later on. I am very happy to inform you that here is the finest publication i actually have read inside my personal daily life and might be the best publication for possibly.

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Definitely one of the better book We have possibly read. We have read through and i also am certain that i am going to gonna study once again yet again in the foreseeable future. Once you begin to read the book, it is extremely difficult to leave it before concluding.

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