

Breakthrough Networking

*Building
Relationships
That Last*

Lillian D. Bjorseth
Author of
52 Ways To Break the Ice
& *Target Your Market*

2nd Edition
Revised!

Breakthrough Networking Building Relationships That Last Second Edition

John Mattone



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Breakthrough Networking Lillian D. Bjorseth, 2009-01-01 Building social capital your network of knob turners is your key to increasing sales and career success Lillian logically guides you through the networking process by sharing what to do before an event how to work it and how to follow up She also share her vast knowledge of DISC and Impression Management to make her work unique in the industry *The African American Law School Survival Guide* Evangeline M. Mitchell, 2006

Intelligent Leadership John Mattone, 2013-03-20 In today's business environment leaders at all levels are facing enormous challenges when it comes to achieving and sustaining breakthrough operating results Globalization economic change more stringent regulation and tougher governance make realizing shareholder value increasingly difficult *Intelligent Leadership* is written for leaders who want to become more effective strategically focused and balanced It is for leaders who are striving to take control of their destiny and become the best they can be In this groundbreaking book leadership coach John Mattone recently named to the guru radar by the prestigious Thinkers50 taps into his years of experience working with high achieving professionals to give readers a roadmap for developing and mastering their executive maturity Supplying three unique tools the Wheel of Leadership Success Map of Leadership Maturity and the Leadership Enneagram the book helps readers calibrate their abilities so they can simultaneously focus on their strengths and address their weaknesses The goal is to improve key tactical competencies such as critical and strategic thinking decision making talent and team leadership and communication and integrate them with equally important inner traits like values character and beliefs in order to achieve their leadership potential Featuring best practices authoritative research practical assessments and enlightening examples of both good and bad leadership this book equips readers with the knowledge skills and passion they need to become the leaders they were meant to be **The Coachable Leader** Peter J. Dean, Molly D. Shepard Msm, 2012-02 *The Coachable Leader* speaks to executives who are serious and willing to reflect upon refine and possibly reconstitute their leadership practices If you want to be one of those people it's imperative that you remain coachable so you can gain insights on how to encourage positive behaviors and avoid executive actions that sabotage mutual success Use this book to seize your opportunity to become an exceptional leader Through its clearly outlined chapters complete with real life business examples and comprehensive graphics you'll learn how to balance the seven fundamentals for effective leadership development collaborative convincement emotional strength integrative ethics provident power interactive influence team forbearance systems discernment With these foundational concepts you'll discover how to initiate a more cooperative and collaborative approach to leadership As you seek to become a coachable leader you'll develop skills techniques and tools to inspire and accomplish tangible bottomline results Achieve a more balanced approach to reaching your goals with *The Coachable Leader* **Network Your Way To Success** John Timperley, 2010-07-01 Do you know enough people who could refer work to you Are you great at following up contacts from events you attend Do you know the secrets of

making a real impact on those you meet Effective networking is vital to the success of organisations and the individuals who work in them Most people are poor networkers but it s easy to improve your skills By following John Timperley s simple networking strategies and the techniques of the world s top connectors you will quickly learn how to build your own network of useful contacts Discover how to polish your communication skills create a lasting impression quickly build your network use your contacts database effectively enjoy your new friends and contacts and maximise your chances of success

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