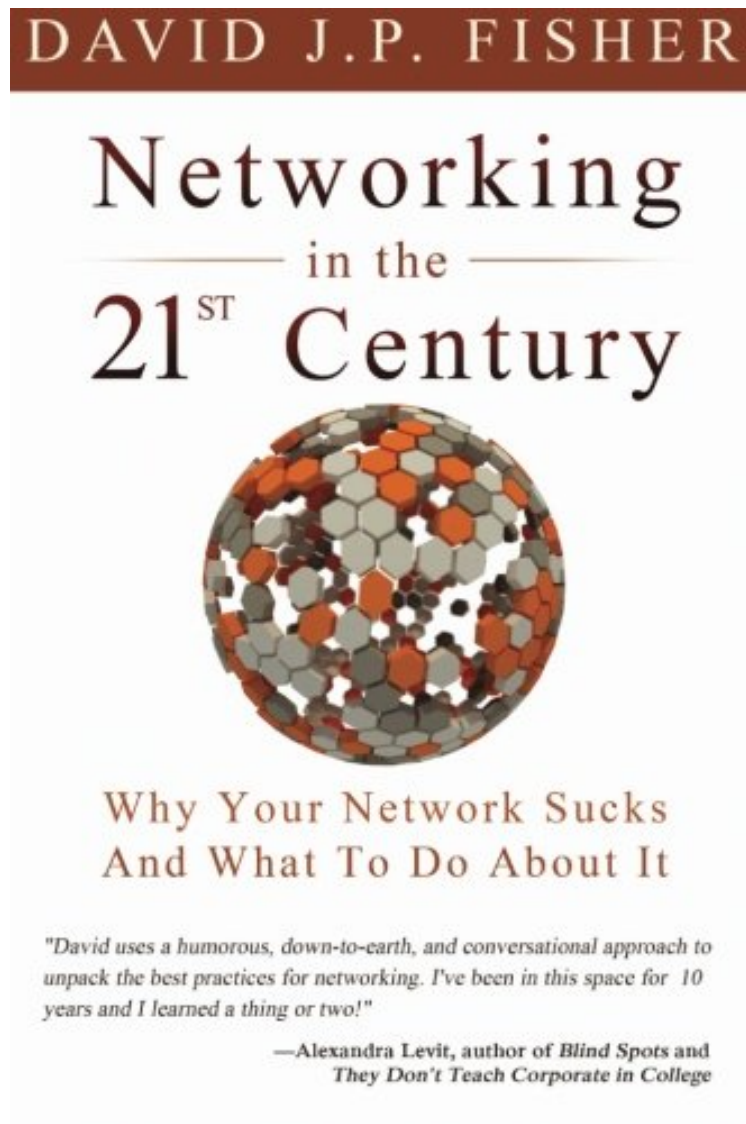


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Networking in the 21st Century: Why Your Network Sucks And What To Do About It

David J.P. Fisher

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David J.P. Fisher : Networking in the 21st Century: Why Your Network Sucks And What To Do About It before purchasing it in order to gage whether or not it would be worth my time, and all praised Networking in the 21st Century: Why Your Network Sucks And What To Do About It:

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following review helpful. A practical view of networking and connecting in modern times. By Ricky Olson I enjoyed learning that having a large network of casual contacts is actually very beneficial. Plus, I appreciated how David explains a practical approach to balancing casual contacts and making deeper connections. 6 of 6 people found the following review helpful. Nice Quick Read For Any Entrepreneur or Business Professional Looking to Sharpen Their Networking Skills! By Philip Nowak Whether you consider yourself to be a shy novice or an extroverted people person, D. Fish's new book will help you take your networking game to the next level and keep it there. I was fortunate enough to receive an advanced copy of his new book and I'm glad he thought of me. Knowing D. personally, I was happy to see that his personality, light-hearted snark, and playful humor shone brightly throughout the book. That made for an easy read and I felt like David and I were having a conversation at the bar or coffeeshop. If you want to get to know D. Fish and his storytelling prowess, I highly recommend checking out some of his YouTube videos by searching David Fisher The RockStar Success Library. Let's chat about the book. As his first published book, it's clear D. wanted to lay the groundwork for what the wishy-washy topic of networking actually entails and what makes for a fundamentally effective networker. D. takes the novice reader through the history of networking and uses clear examples to demonstrate his philosophy on the topic. The advanced networker then hops on board and he takes both through tactical steps on how to build a relationship with your contacts over time that will lead to potential business opportunities. I'm one of those natural networkers D. mentions in the book that has an easier time striking up a conversation and I have always thought of myself as a pretty good networker, but I still found a lot of value in the tactics David recommends for open-ended conversation starters, follow-up questions, managing your database and re-engaging your contacts over time. I expect more advanced books in D's future as he takes his readers to the next level once they become comfortable in executing the tactics demonstrated in the book. Final verdict? I recommend 'Networking in the 21st Century' to both the novice and advanced networker, both of whom will find nuggets of inspiration for growth in their networking skillset.

"Networking -- everybody has to do it, nobody has a good definition of what it is, and most people dread it. David Fisher is here to school you on what networking really is, what it can do for you, and how to make the most of it. Spoiler alert: He's going to make networking sound like a lot of fun! This book banishes the glad-handing stereotypes and will increase your confidence AND your influence." -Daniel H. Pink, author of TO SELL IS HUMAN "David uses a humorous, down-to-earth, and conversational approach to unpack the best practices for networking. I've been in this space for 10 years and I learned a thing or two!" -Alexandra Levit, author of Blind Spots: The 10 Business Myths You Can't Afford to Believe on Your New Path to Success and They Don't Teach Corporate in College "You're looking at a book that will make you way more efficient at meeting the people you need to be successful. These answers to the questions that plague professionals around networking are direct, easy to follow, and easy to execute." -Jason Seiden, entrepreneur and author of Super Staying Power: What You Need to Become Valuable and Resilient at Work No matter what your goals, who you know is as important as what you know. In the 21st century, networking is a combination of sales, marketing, relationship-building, and career management. It's the difference between those who get by and those who are getting ahead! This book is for anyone who realizes that their professional success hinges on the network they create. No matter what your job title or position, your ability to connect with others is the key to finding the resources you need to achieve success. Whether you are a born introvert or a natural "people-person," this book will help build your skills and confidence. Robust, effective networks don't happen by accident. If you are ready to bring your network into the 21st century--let's go! Learn how to: Share your personal brand so that your network will opt-in to you. Move past the mental obstacles that hold back most professionals. Use new technology to strengthen your relationships without spending extra time. And more...

About the Author David J.P. Fisher (aka D. Fish) is a recognized expert in finding professional success through personal relationships. A sought-after speaker, coach, and trainer, he builds on 20 years of experience as a sales professional and entrepreneur. He is the president of RockStar Consulting and lives in Evanston, IL next to a beautiful cemetery that reminds him to appreciate every day.