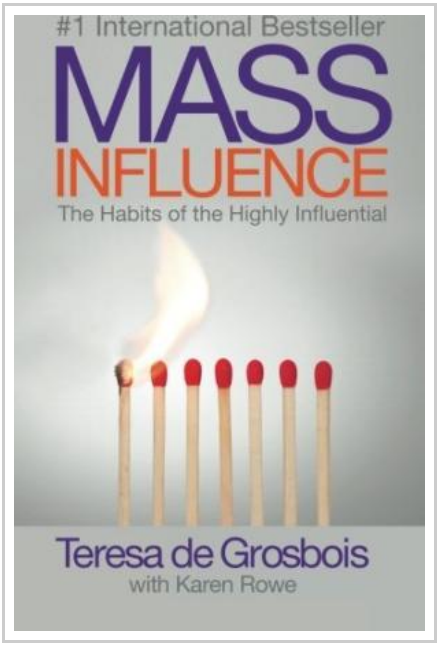


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Mass Influence: The Habits of the Highly Influential (Paperback)

By Teresa De Grosbois

Wildfire Workshops Inc., United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.The rule book has changed. You attend a business networking event and meet Jack. You buy him coffee to foster a relationship. Point scored. Jack has the potential to be your new customer and even leads you to new business. Feeling pretty good, you go to another function. You re impressed with the influential speaker at the event. She walks off stage to a lineup of people who want to meet her. You figure, what the heck? I ll invite her for a coffee, too. Wrong. Quite honestly, you could be pushing away an influential connection without knowing it. Influence is a skill. Growing your business while creating influential connections is a game. It has its own set of rules, habits and etiquette that, when followed, will change the landscape of how you do business, deeply increasing your bottom-line. The challenge is most in business are unfamiliar with the game of growing influence. You re in the right place. Influence expert Teresa de Grosbois takes you on a journey that unveils the key habits for success...

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