



# Effective Networking for Professional Success: How to Beat your Competition to New Jobs and Contracts

*Rupert M. Hart*

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## **Effective Networking for Professional Success: How to Beat your Competition to New Jobs and Contracts** Rupert M. Hart

Have you ever seen a promotion, a new job, or a business contract go to someone not as good as you? Did you realize that around 80 per cent of jobs and business contracts are never advertized? Are you not getting the breaks you deserve? Then read this book. Learn the Three Key Networking Techniques for: Hearing about Hidden Opportunities, Reaching Targeted Individuals, & Building Visibility. Learn to Overcome your Fear of "Using" People, Natural Shyness, Fear of Rejection, and Procrastination. In an uncertain world where we are all effectively self-employed, networking skills make all the difference for managers, job changers, freelancers, and business developers. Following the techniques described in this book could increase your chances of landing that all-important new job or contract. Essential reading for everyone in the business world.

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