

Best Practices for Business Networking Guide eBook

Provides 23 Tips to Enhance Your Face-to-Face Networking

LITTLETON, CO, USA, January 8, 2018 /EINPresswire.com/ -- Today's businesspeople are engaged in business networking more than ever before. However, only a small handful of them are aware of and follow the key business networking best practices. This new [eBook](#) from Barry C. Donovan is designed to provide business networkers with the information they need to succeed in their networking endeavors.

The author has divided the eBook into three sections: Preparation-Before You Go, Show Time-At the Event, and Follow-up-After the Event. This new eBook, featuring insights from fellow networkers, is an invaluable resource of practical, first-hand advice gathered from many sources and packed into this 25-page eBook. Full of easy-to-understand and implement tips, you will find proven techniques that have been tested and used by seasoned networkers.

The Preparation-Before You Go section provides suggestions on how to "Do Your Homework" ahead of time; Set Your Goals; Plan for the Event; Conversation Starters; :30 Second Elevator Intro; and making a great first impression.

The Show Time-At the Event section offers twelve tips to help you navigate the event. Some of them include Phone Etiquette; Get the Lay of the Land; Be Proactive and Initiate Contact; Be a Connector First; Setting Up One-on-One Meeting and much more.

The Follow-up-After the Event section covers what to do once the event is over and includes topics like Do What You Said You Would Do; Thank You Notes; Providing Value; and Building Your Contact List Purposefully.

Throughout the eBook the author has also included links to a TedX talk, several networking and peer group web sites as well as a number of other helpful resources.

From the first page to the last, the Best Practices for Business Networking eBook will show professionals who engage in networking that being deliberate in their approach to this valuable strategy will result in significant growth in their business.

Barry C. Donovan is a small business owner and has over 30 years of sales and marketing experience. He is part of the leadership team for Connect For Lunch Networking Group, a Denver-area based meetup group that hosts networking lunches on a weekly basis and hosts the Highlands Ranch Business Networking Group on meetup.com as well. This is his second eBook, the first being Digital Business Cards Best Practices Revealed. To get a free copy of his networking eBook go to: www.visnesscard.com/best-practices-business-networking-guide .

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