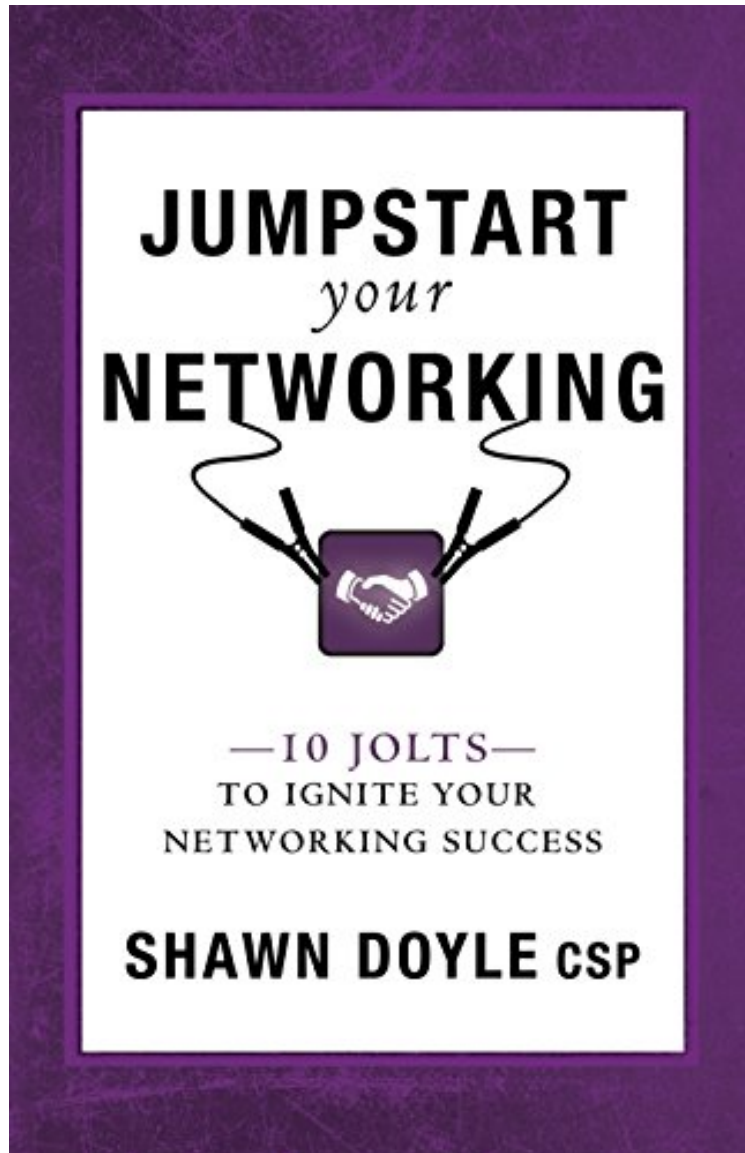


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Jumpstart Your Networking: 10 Jolts to Ignite Your Networking Success

Shawn Doyle

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Ignite Your Networking Success By: Shawn Doyle CSP *Jump Start your Networking* — 10 Jolts to Ignite Your Networking Success is based on the premise that a key element of success today is networking and making connections. Shawn Doyle, author, and development training professional, challenges the reader to consider the question, "How can I most effectively network at this stage of my life?" Doyle goes on to introduce ten important topics to stimulate identification of your networking goals and how to track the results. Each chapter includes a "Work It" section with specific questions which set in place a working approach to incorporating his 10 Jolts to Ignite Your Networking Success. These questions provide the basis of meaningful discussion for making successful networking connections, both professional and personal. He has a unique communication style. He can create a distinctive sense of an informal friend-to-friend chat or of excitement generated at a formal seminar with a group of aspiring leaders. Doyle creates an atmosphere of learning: team building, communication, creativity, and leadership. This is the sixth book in the "Jump Start" series. I am fast becoming a fan of Shawn Doyle's books. The format of the material is reader friendly, conducive to assimilation, retention and later review. The thought provoking questions are stimulating and provide insights into making personal application. *Jump Start your Networking* is an important book for small business entrepreneurs, corporate management, leaders in education, and for individuals at every stage of their career in any field. Highly recommended. A complimentary copy of this book was provided for review purposes. The opinions expressed are my own.

There is an old saying that goes, "It's not what you know, it's who you know." Even in today's world this is still true. In *Jumpstart Your Networking*, Shawn Doyle CSP will share with you the tools, tips, and techniques for networking in order to grow your business, career, work, and social networks. This book includes important topics such as: The 10 mistakes most people make when networking. Identifying your networking goals and objectives. How to effectively network at events. How to talk with people when you network. Building your work and social networks. Using LinkedIn as a networking tool. Networking at the office. Joining groups as a networking strategy. Communication and follow-up for networking — what most people don't do. Your overall networking strategy. Tracking and measurement — how do you know it's working? Resources for networking.