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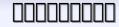
POW to Be a POWWER CONNECTOR

5+50+100 RULE

for Turning Your Business Network into Profits

JUDY ROBINETT

Foreword by Jeremy Andrus, CEO, Traeger Pellet Grills, LLC



How to be a Power Connector (PB) Judy Robinett, 2014-05-23 Create a personal power grid of influence to spark professional and personal success Other people have the answers deals money access power and influence you need to get what you want in this world To achieve any goal you need other people to help you do it JUDY ROBINETT As anyone in business knows strategic planning is critical to achieving long term success In How to Be a Power Connector super networker Judy Robinett argues that strategic relationship planning should be your top priority When you combine your specific skills and talents with a clear workable path for creating and managing your relationships nothing will stop you from meeting your goals With high value connections you ll tap into a dynamic power grid of influence guaranteed to accelerate vour personal and professional success Robinett uses her decades of experience connecting the world's highest achievers with one another to help you build high value relationships She reveals all the secrets of her trade including proven ways to Find and enter the best network ecosystem to meet your goals Reach even the most unreachable people guickly and effectively Get anyone s contact information within 30 seconds Create a 3 D connection that adds value to multiple people at the same time Access key infl uencers through industry and community events Subtly seed conversation with information about interests and needs Use social media to your best advantage Robinett has based her methods on solid research proving that social groups begin to break up when they become larger than 150 people and that 50 members is the optimal size for group communication As such she has developed what she calls the 5 50 100 method contact your top 5 connections daily your Key 50 weekly and your Vital 100 monthly this is your power grid and it will work wonders for your career Nothing will stop you when you learn How to Be a Power Connector PRAISE FOR HOW TO BE A POWER CONNECTOR Unlike many books in this genre this one is written by a woman who has lived it Judy Robinett offers guidance on how to form authentic relationships that bring mutual benefits ADAM GRANT Wharton professor and New York Times bestselling author of Give and Take How to Be a Power Connector is like an MBA in networking an advanced course in finding and developing quality relationships with the people who can make the biggest difference in your professional success IVAN MISNER founder and chairman of BNI Talk about power Follow Judy Robinett's logical straightforward and helpfully detailed advice and you can be a Power Connector yourself Great ideas well presented with no wasted space in her argument DON PEPPERS coauthor of Extreme Trust Honesty as a Competitive Advantage Absolutely brilliant A step by step guide to building a network that will be both invaluable to you and just as valuable to those whose lives you will now have the opportunity to touch I can t imagine a more powerful book for one who truly desires to be a Power Connector BOB BURG coauthor of The Go Giver and author of Adversaries into Allies In the C Suite or in your personal life everything comes down to the quality of your relationships Judy s book helps you attract and maintain the relationships that will get you what you want most Be a super connector now JEFFREY HAYZLETT TV host and bestselling author of Running the Gauntlet How to Communicate Effectively With

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