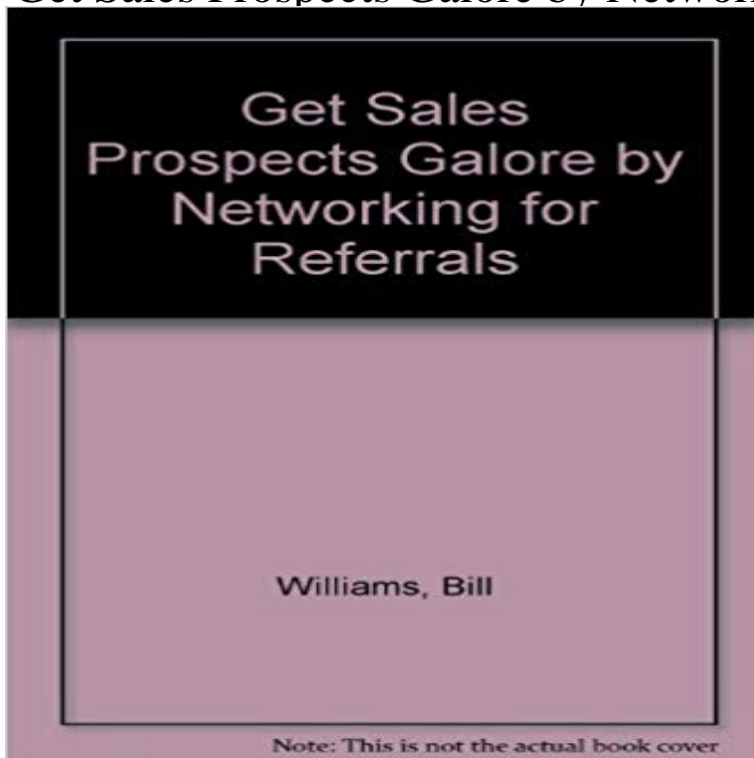


Get Sales Prospects Galore by Networking for Referrals



Book describes methods of obtaining referrals for new sales prospects using networking, personal relationships, self-advertising, expanding centers of influence and activities known to provide entrance into many and varied groups of people for social and business relationships. Use of networking is the essence of obtaining referrals. An all around approach to being successful in building a referral based business.

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