

PAUL'S PICK – THE ONE NETWORKING BOOK TO RULE THEM ALL

WORK THE POND! Use the Power of *Positive Networking*® to Leap Forward in Work and Life.
Author Darcy Rezac, Co-authors Judy Thomson and Gayle Hallgren-Rezac

www.workthepond.com

This one book crosses all lines, work, personal, social and is the easiest yet most valuable read.
Be sure to sign up for the weekly networking e-tip, the most practical tips you'll ever get

THE ORIGINATOR

Harvey Mackay - www.harveymackay.com – One of the first major mainstream networking resources.

Dig Your Well Before You're Thirsty : The Only Networking Book You'll Ever Need

How to Build a Network of Power Relationships

THE NEW SCHOOL CHAMPION

Susan RoAne www.susanroane.com

How to Work a Room, Revised Edition: Your Essential Guide to Savvy Socializing

Face to Face: How to Reclaim the Personal Touch in a Digital World

What Do I Say Next?: Talking Your Way to Business and Social Success

How to Create Your Own Luck: The You Never Know Approach to Networking, Taking Chances, and Opening Yourself to Opportunity

The Secrets of Savvy Networking: How to Make the Best Connections for Business and Personal Success

THE BUSINESS SET

Rainmaking Made Simple: What Every Professional Must Know

by Mark M. Maraia

- *The best technical books on networking written in the past five years (how to incorporate into your work)*

Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions

by Bill Cates

- *A must have for Advisors or charity officers who have a large donor base to network with*

I'm on LinkedIn Now What?!

by Jason Alba

- *This sounds cliché but if you're going to invest time in Linked In...yes this is a good read. It's actually a big time saver. I read it after I made my profile and had to work backwards to make a new profile.*

THE 2009 PUBLICATION

Smart Networking: Attract a Following In Person and Online

by Liz Lynch

www.networkingexcellence.com

This book considers business in 2009 after the downtown. Liz is all about the plan, the tools and how to get there. The BEST blend of business and personal networking planning make sure to visit the website for a few very good resources, you tube video's and e-tips in your mailbox!

How about a 2009 Networking potcast? Visit: <http://budurl.com/fyvr>

ONLINE

www.linkedin.com

- Over 35 million professionals use LinkedIn to exchange information, ideas and opportunities
- Stay informed about your contacts and industry
- Find the people & knowledge you need to achieve your goals
- Control your professional identity online

www.zoominfo.com

What can recruiters, headhunters, and potential employers find out about you on the web? Zoominfo crawls through the web looking for people in business and web references to them. Zoominfo may (or may not) already have generated a profile about you.

CARDS CARDS CARDS!

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www.sendoutcards.com

SendOutCards prints cards, stuffs and mails (using a live Canadian stamp), all for less than a greeting card at the store. Cards of your design using your own handwriting and signature, mailed in the same time it takes for you to do it yourself. (To connect with a Canadian distributor who works with CAGP members, email me)

BOOK RECCOMENDATIONS FROM THE ONLINE SURVEY

Never Eat Alone by Keith Ferrazzi

Business Cards to Business Relationships by Allison Graham (Canadian business - www.elevatebiz.ca)

The Introvert Advantage: How to Survive in an Extrovert World by Marti Olsen Laney

Confessions of an introvert by Meghan Wier

Balcony People by Joyce Landorf Heatherley