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One of my friends through my publisher Financial Times Prentice Hall is Heather Townsend, the author of the newly released Financial Times Guide to Business Networking. Networking is often one of the first strategies I'll recommend to a client looking for more work. It is especially effective for smaller businesses and startups because it allows you to build personal connections with people who then feel more comfortable to place work with you.

Financial Times Guide To Business Networking - A Review
News, analysis and comment from the Financial Times, the world's leading global business publication

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