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Face-to-Face is The Ultimate Social Media

By Larry Blumsack

Zoka Institute, LLC. Paperback. Book Condition: New. Paperback. 104 pages. Dimensions: 8.3in. x 5.4in. x 0.2in. Build business relationships that count! Blumsack shows how to develop the Five Steps to enable you to build professional and personal relationships that count. Face-to-Face is The Ultimate Social Media is a quick read and a very timely next-step to The One Minute Manager. Using a breezy, storytelling style that will grab you and hold your attention the book provides five practical, provocative hands-on-tools and techniques for highly effective face-to-face communication. Blumsack shows how to develop the Five Steps to enable you to attract and hold the attention of a sales prospect, customer, coworker, friend, date—even your child. REVIEWBlumsacks book is a much-needed reminder of the original social medium -- face-to-face connections in real time, with real people. Face-to-Face is The Ultimate Social Media takes the reader on a quest to discover and develop the qualities needed to forge true connection in the workplace and beyond. -Daniel H. Pink, NY Times and WSJ bestselling author of A Whole New Mind and Drive. This book guides you through a simple but powerful process of persuasion that makes it easier for you to make more sales faster,...



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