

Networking for Success

The Art of Establishing Personal Contacts

Initiate a Networking Plan
with Specific Goals

Establish Relationships
That Are Meaningful and
Long-Term

Use Electronic Media to
Expand Your Network

Develop Ways to Promote
Yourself Through Your
Networking

Nancy Flynn



Networking For Success The Art Of Establishing Personal Contacts

Silas Mary



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educators and students Melding an arts first approach with understandable entrepreneurial concepts and newly formulated tools the text helps arts students to envision themselves as an entrepreneurial CEO not simply another random entrepreneur flailing through a maze of well worn entrepreneurial suggestions that don't fit At the core of the text are the entrepreneurial ecologies of the arts The ecologies provide a framework to envision an entrepreneurial horizon for almost any arts based business included those ventures seeking to impact the production of art In addition to this revolutionary framework the text also introduces tools designed to compliment the ecologies Designed with arts students in mind it accomplishes two critical tasks not found in other textbooks venture sustainability and decision making This newly developed approach focuses on the decision making required to sustain new arts ventures and will be of interest to arts students from all disciplines

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