



How to Be a Power Connector: The 5+50+100 Rule for Turning Your Business Network into Profits (Business Books)

By Judy Robinett

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Create a personal "power grid" of influence to spark professional and personal success

"Other people have the answers, deals, money, access, power, and influence you need to get what you want in this world. To achieve any goal, you need other people to help you do it." -- JUDY ROBINETT

As anyone in business knows, strategic planning is critical to achieving long-term success. In *How to Be a Power Connector*, super-networker Judy Robinett argues that strategic relationship planning should be your top priority.

When you combine your specific skills and talents with a clear, workable path for creating and managing your relationships, nothing will stop you from meeting your goals. With high-value connections, you'll tap into a dynamic "power grid" of influence guaranteed to accelerate your personal and professional success.

Robinett uses her decades of experience connecting the world's highest achievers with one another to help you build high-value relationships. She reveals all the secrets of her trade, including proven ways to:

- Find and enter the best network "ecosystem" to meet your goals
- Reach even the most unreachable people quickly and effectively
- Get anyone's contact information within 30 seconds
- Create a "3-D connection" that adds value to multiple people at the same time
- Access key influencers through industry and community events
- Subtly seed conversation with information about interests and needs
- Use social media to your best advantage

Robinett has based her methods on solid research proving that social groups begin to break up when they become larger than 150 people, and that 50 members is the optimal size for group communication. As such, she has

developed what she calls the "5+50+100" method: contact your top 5 connections daily, your Key 50 weekly, and your Vital 100 monthly. this is your power grid, and it will work wonders for your career.

Nothing will stop you when you learn *How to Be a Power Connector*.

PRAISE FOR *HOW TO BE A POWER CONNECTOR*:

"Unlike many books in this genre, this one is written by a woman who has lived it... . Judy Robinett offers guidance on how to form authentic relationships that bring mutual benefits." -- ADAM GRANT, Wharton professor and *New York Times* bestselling author of *Give and Take*

"How to Be a Power Connector is like an MBA in networking: an advanced course in finding and developing quality relationships with the people who can make the biggest difference in your professional success." -- IVAN MISNER, founder and chairman of BNI

"Talk about power! Follow Judy Robinett's logical, straightforward, and helpfully detailed advice, and you can be a 'Power Connector' yourself! Great ideas, well presented, with no 'wasted space' in her argument!" -- DON PEPPERS, coauthor of *Extreme Trust: Honesty as a Competitive Advantage*

"Absolutely brilliant. A step-by-step guide to building a network that will be both invaluable to you and just as valuable to those whose lives you will now have the opportunity to touch. I can't imagine a more powerful book for one who truly desires to be a Power Connector." -- BOB BURG, coauthor of *The Go-Giver* and author of *Adversaries into Allies*

"In the C-Suite or in your personal life everything comes down to the quality of your relationships. Judy's book helps you attract and maintain the relationships that will get you what you want most. Be a super connector now!" -- JEFFREY HAYZLETT, TV host and bestselling author of *Running the Gauntlet*

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Editorial Review

About the Author

JUDY ROBINETT is a business thought leader, powerful speaker, and one of the nation's leading experts on helping leaders develop strategic business relationships. Known as "the woman with the titanium digital rolodex," and labeled by *Forbes* and the *New York Times* as "a new breed of power connector," she has served as the CEO of public and private companies and in executive roles at some of the top corporations in the world and helped entrepreneurs and businesses to access millions of dollars in funding.

Users Review

From reader reviews:

Stephan Stephens:

This How to Be a Power Connector: The 5+50+100 Rule for Turning Your Business Network into Profits (Business Books) are reliable for you who want to be described as a successful person, why. The main reason of this How to Be a Power Connector: The 5+50+100 Rule for Turning Your Business Network into Profits (Business Books) can be one of several great books you must have is giving you more than just simple reading food but feed anyone with information that probably will shock your earlier knowledge. This book will be handy, you can bring it just about everywhere and whenever your conditions in e-book and printed people. Beside that this How to Be a Power Connector: The 5+50+100 Rule for Turning Your Business Network into Profits (Business Books) giving you an enormous of experience for example rich vocabulary, giving you demo of critical thinking that we realize it useful in your day activity. So , let's have it and luxuriate in reading.

Ruby Chartrand:

A lot of people always spent their free time to vacation or perhaps go to the outside with them loved ones or their friend. Were you aware? Many a lot of people spent that they free time just watching TV, or playing video games all day long. If you wish to try to find a new activity that's look different you can read the book. It is really fun to suit your needs. If you enjoy the book you read you can spent the entire day to reading a book. The book How to Be a Power Connector: The 5+50+100 Rule for Turning Your Business Network into Profits (Business Books) it is very good to read. There are a lot of people who recommended this book. These folks were enjoying reading this book. In the event you did not have enough space bringing this book you can buy typically the e-book. You can m0ore easily to read this book through your smart phone. The price is not to cover but this book features high quality.

Hector Duggan:

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Richard Mason:

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