



THE NIERENBERG REPORT

Click Here To Forward This Newsletter To A Friend!

An E-newsletter From "Your Guide To Greater Business Relationships"

Click above to visit www.selfmarketing.com

More networking know-how coming to our new website!

Our new presence on the web will be full of information to help you develop and grow your business relationships.

The site will include:
A NEW networking resource center; Complimentary articles that you can republish; Our latest business development research done in conjunction with New York University

Answers Now!

Need some business advice now?

Click the button above to send an email inquiry. We will respond by the next business day! Or contact us by phone at 212-980-0930.

Participants across the U.S. answered the question:

"What is the best tactic someone used while networking with you?" Of nearly 300 responses, these 4 represent the majority of the participants' answers:

- 1) "Became a resource by providing new clients, referrals or jobs"
- 2) "Listened, focused and paid attention"
- 3) "Were straight forward, genuine and honest"
- 4) "Followed up and showed appreciation"

About The Nierenberg Group

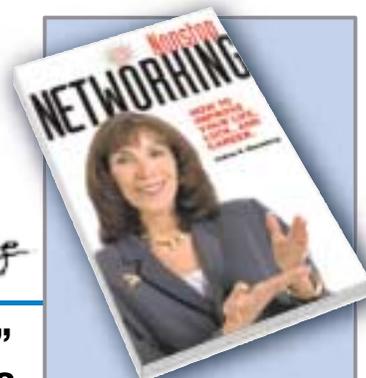
We are your solution for customized training, consulting and keynote addresses specifically designed for business people who want to find, grow and keep rewarding client relationships and build the long-term loyalty of their employees. Through our e-newsletter we encourage thousands of people each month to grow their business relationships to the next level.

Dear Friend,

The response to this new email format of our newsletter has been terrific. My thanks to everyone who shared their feedback. As one person put it, "I love the new electronic format, it's much easier to share around the office."

As you'll see with our upcoming new website, we have an innovative business program known as the Find, Grow, and Keep System. It combines the most important parts of the business cycle from developing new clients to building relationships that stand the test of time (and your competition).

Of course, the best part of this for me is the connections I've made over the years. I've recently updated my contacts, which have grown dramatically. And I make sure that all of them know that I remember them and value our connection. Please let me encourage you to stay in touch with all your valuable business relationships too. Take a moment to reconnect with a longtime associate.



Click here to find out about Andrea's book.

"Better to give than receive" tops best business practices

The Nierenberg Group and New York University's Management Institute conducted a national survey which revealed that successful networking requires helping others first. The results were encouraging because they show that networking is beneficial for all parties. It also revealed how we can all set a standard for positive, powerful people connections.

Our previous research showed that the number one problem in networking with others is rudeness. This is when people quickly size others up and then abruptly move on. This is what we call "the people-hopping syndrome." It's when participants at networking events quickly stop talking with someone and disappear when they see there is nothing to gain from the other person.

This new research for positive networking traits shows how we can all set goals to become more resourceful, focused, and genuine when meeting new people.

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