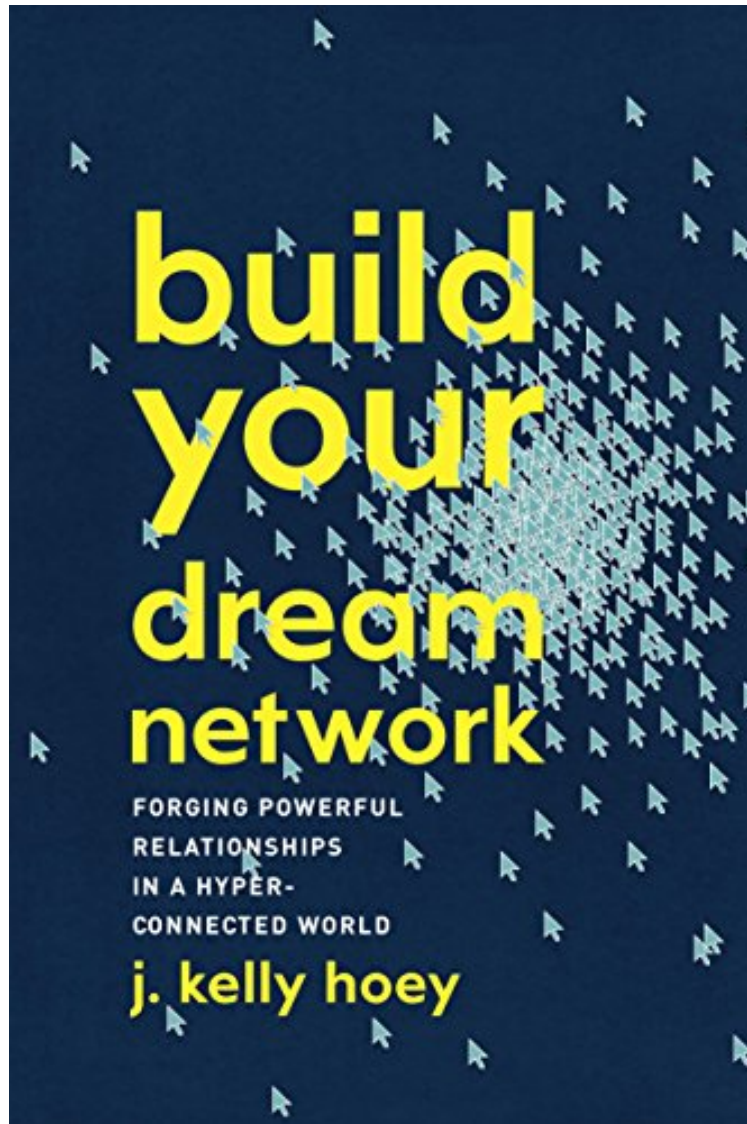


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# Build Your Dream Network: Forging Powerful Relationships in a Hyper-Connected World

*J. Kelly Hoey*

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**J. Kelly Hoey : Build Your Dream Network: Forging Powerful Relationships in a Hyper-Connected World** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Build Your Dream Network: Forging Powerful Relationships in a Hyper-Connected World:

3 of 3 people found the following review helpful. An Absolute Must-Read By Lisa Abeyta What makes this book unique - and a must-read for anyone hoping to elevate their goals - is that it isn't a set of tricks or techniques but a philosophy and mindset backed up by experience. Yes, there are easy to understand steps readers can take to build the

kind of supportive, broad network needed to get ahead, but the reason it works is because the advice is authentic and organic. This is not the book for someone wanting to create a shinier new image; it is for people who want to understand the dynamics of relationships - and how those relationships can open doors and change lives. 3 of 3 people found the following review helpful. ... my previous efforts to build my network was a waste of time and I did it all wrong

By Suzanne Sinatra After reading this book I felt that all of my previous efforts to build my network was a waste of time and I did it all wrong. This book was a roadmap for me to actually build my network the right way and expand it 10x over. Many books on this topic are fluff and this is NOT one of those books. This is the real deal. LOVE IT. If I could give it more stars I would.

0 of 0 people found the following review helpful. The best there are in the market about networking

By myamzen The book starts with a kind of paradigm shift, networking is not handing over business cards it is more of building lasting relationships and be polite in the process. Also, the author emphasizes through cases and examples that to expand your network is a process just like farming it will take TIME. maybe even years, but it has to be purposeful and direct. Random acts of networking will get you no where and deplete your social energy. So how to network effectively ?the answer the book provides is a mix of what is your goal (job, career change, running a polt. campaign, etc) + who can help you THEN turn for networking tactics and strategy. She goes on to explain the different networking venues (work, clubs, committees, communication behaviors). The real meat of the book is in the last chapters when she puts out her experience in the networking tactics. examples from chapter 5 (how to use twitter to connect to ppl offline), how to connect via linkedin, how to build a solid network for a job you want (vry interesting). In ch6, she takes us on a very practical journey on how to leverage your network to achieve your goals. it is a process much like strategic planning starting with assessing one skills and goals and then looking into the current network and ways to expand or utilise, and communicate in a better way. Finally, she tackles the big no-noes for networking and why it should be avoided with some useful stories. Overall the book gets more interesting as you read through the chapters, I would say in terms of literature it is less eloquent than other books. It feels dry at the beginning although there are QAs with lots of "supernetworkers." I would suggest that you be patient and read it all through and you will definitely be a smarter person after finishing it.

Cut through the networking noise and start building the powerful, real relationships needed to succeed in our digital world If you think of networking as schmoozing at boring cocktail parties or scrolling through LinkedIn for new contacts to add, think again. In the social media age, you need a modern roadmap for creating and cultivating meaningful connections to stand out from the crowd and achieve any of your goals, no matter how big or small.

In *Build Your Dream Network*, acclaimed business columnist and networking expert J. Kelly Hoey offers a fresh new approach to mastering this timeworn skill in a world where everyone is posting, liking, and friending fast and furiously, but many are failing to leverage their connections successfully. Hoey presents innovative strategies for forming strong relationships—the genuine, mutually beneficial, long-lasting kind—using all of the social tools at your disposal. She also reveals creative and surprisingly simple ways to harness the power of your network to accomplish any ambition, from landing your dream job or a coveted account or client to successfully crowdfunding a new business venture.

*Build Your Dream Network* will help you:

- Determine the most effective ways to connect with others so you don't clutter your calendar with dead-end coffee dates and informational interviews
- Synchronize IRL networking efforts with your digital outreach
- Turn "closed door" conversations into strong personal relationships and business opportunities
- Eliminate FOMO by keeping your networking efforts focused

Packed with infographics, flowcharts, and encouraging advice, *Build Your Dream Network* shows how small adjustments in your daily routine, generosity, and goal-focused efforts are all it takes to set you apart and ignite the powerful connections that will lead to major opportunities for success.

*Build Your Dream Network* offers seriously good advice for people who want to network in a manner that's genuine and effective. I wish I had it thirty years ago.

—Craig Newmark, founder of craigslist and craigconnects

"A smart, modern guide to networking etiquette for readers at any stage in their careers."

—Library Journal

"An easy-to-use guide to the art of networking in the new economy's hellip;. Kelly marvelously succeeds in instilling in her readers the attitude that whether one is attempting to secure a job, find a publisher, or finance a new business venture, tapping into the right network is the answer."

—Publishers Weekly

"I wish I had a copy of this for every person who has networked into my inbox to ask for assistance in advancing their business or career the wrong way. I'd hit them over the head with Kelly's book...then make them read it! *Build Your Dream Network* will help you avoid concussions and connect with people who can help you get to where you want to be."

—Alison Levine, author of New York Times bestseller, *On The Edge*

"Anything worth doing requires a team of champions and supporters—and this book is the essential guide for how to cultivate that team long before you need it."

—Marci Alboher, VP, Encore.org and author, *The Encore Career Handbook*

"To define Kelly Hoey as a connector would be a major understatement. She's a super-connector because people know she gets things done."

—Tara Hunt, digital marketing executive and author of *The Power of Social Networking*

"Kelly

has a profound ability to build strong networks, but more powerful than that, she understands when and how to activate a network, and how to leverage connections to build value." — Elizabeth Talerman, CEO, Managing Partner, Nucleus

"You will learn that your networks are how you make your ideas mighty enough to dent the world." — Nilofer Merchant, award-winning entrepreneur, TED speaker, and author of *The Power of Onliness*

"Build Your Dream Network is a great new guide that paves the way for you to harness the power of relationships and reap the rewards of networking. An absolute must-read." — Porter Gale, keynote speaker, advisor, and author of *Your Network Is Your Net Worth*

"A savvy, fun and engaging bible for intelligent and authentic 21st century interaction... Rich with insights from key experts, this will fast track you towards building successful, meaningful and long lasting relationships with people that matter. Highly recommended!" — Dr. Sue Black, OBE, author of *Saving Bletchley Park*

"How does someone without connections become a must-know influencer? Kelly Hoey shares the new rules for transforming from outsider status to the name everyone keeps hearing about — giving passionate innovators and trailblazers the opportunity to truly change the world. Brilliant tips that are essential in the new economy!" — Ophira Edut, *The AstroTwins*, [www.astrostyle.com](http://www.astrostyle.com)

About the Author: J. KELLY HOEY is a writer, investor, connector and networking expert, lauded everywhere from *Forbes* ("1 of 5 Women Changing the World of VC/Entrepreneurship") to *Fast Company* ("25 Smartest Women On Twitter"). A columnist for *Inc.com*, she's appeared on *CNBC's Power Pitch*, and her clients include *The New Yorker*, *Coca-Cola*, *PBS*, *Oracle*, *Capital One*, and *Dove*. Connect with her at [jkellyhoey.co](http://jkellyhoey.co) or find her on Twitter (@jkhoey).