

Mackay Maxims

Words to build a network -- and a life by...

Mackay Maxim -- People aren't strangers if you've already met them. The trick is to meet them *Before* you need their help.

Mackay Maxim -- If everyone in your network is the same as you, it's not a network, it's an anthill.

Mackay Maxim -- In networking, you're only as good as what you give away.

Mackay Maxim -- Cream doesn't rise to the top, it works its way up.

Mackay Maxim -- 2am is a lousy time to try to make new friends.

Mackay Maxim -- Your network is the best, most empathic, and most credible reflection of your success and your talents.

Mackay Maxim -- If you network hard for thirty-five years and build pivotal contacts in strategic areas of business, you can become an overnight success.

Mackay Maxim -- Most people think they can get by on charm alone. I wouldn't advise it.

Mackay Maxim -- Networking is not a numbers game. The idea is not to see how many people you can meet. The idea is to compile a list of people you can count on.

Mackay Maxim -- The wise person isn't the one who makes the fewest mistakes. It's the one who learns the most from them.

Mackay Maxim -- When God closes a door, somewhere God always opens a window.

Mackay Maxim -- You can't always be an expert. You can't always know an expert. But you can always hire an expert.

Mackay Maxim -- Your best network will develop from what you do best.

Mackay Maxim -- Prepare to win -- Then prepare to dazzle.

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Dig Your Well Before You're Thirsty

The Only Networking Book You'll Ever Need

by

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