

# Patti DeNucci

AUTHOR • SPEAKER • FACILITATOR • CONSULTANT

## Live, Work & Connect at a Higher Level™



To attract more success in business, you don't have to network more. You just have to network more *intentionally*. This book tells you how.

### *The Intentional Networker™:*

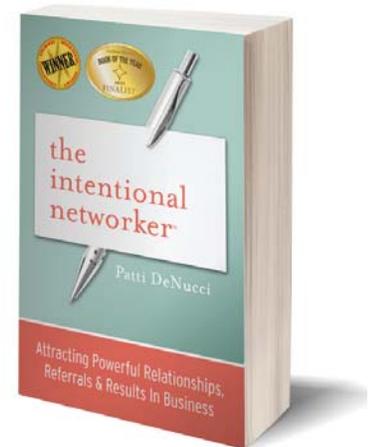
#### *Attracting Powerful Relationships, Referrals & Results in Business*

By Patti DeNucci

Patti DeNucci has taught smart professionals how to converse and connect for more than 35 years. Her award-winning book, *The Intentional Networker*, is a field-tested success guide that provides a holistic view of what it takes to be a more purposeful, polished, and productive networker. Nine easy-to-read, yet substantive chapters offer strategies, stories, tips, and techniques gleaned from her research and experience as a respected connector, communicator, and consultant.

### Contents

- Chapter 1 **Know Who You Are: The Essential Basis for Successful Networking**
- Chapter 2 **Set Your Vision, Intentions, and Goals: What Do You Really Want?**
- Chapter 3 **Build an Authentic, Polished Image and Brand: Align Who You Are with What They See**
- Chapter 4 **Focus on Quality: It's Not About How Many Connections You Have**
- Chapter 5 **Say No with Grace: Setting Limits, Boundaries, and Policies**
- Chapter 6 **Build Connections: Cultivating Your Most Valuable Relationships**
- Chapter 7 **Stand Out in the Crowd: Attracting Strong Relationships in Group Settings**
- Chapter 8 **Give First: The Art of Making Quality Referrals**
- Chapter 9 **Reap Your Reward: Attracting Quality Referrals**



### Awards:

IndieReader Discovery Awards: Top Prize for Non-Fiction

ForeWord Reviews Book of the Year Finalist



Patti DeNucci grew up in an entrepreneurial family that placed a high value on community and connection. Since then, she has enjoyed successful careers in communications, promotion, and talent management and has studied, practiced, and taught the art and science of connecting with greater purpose, polish, presence, and productivity. Patti has worked with and presented to hundreds of individuals and organizations across many industries, giving them the strategies, ideas, and tools for generating millions of dollars in referrals and revenue. Patti's work, leadership, and reputation have earned her the respect of her peers as well as numerous awards in business, communications, and publishing.

**To contact Patti or inquire about interviews, appearances, workshops, and presentations:**

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Professional Member

“The quality of your conversations and connections can make a positive and dramatic difference in your career, life, health, and happiness.”

- Patti DeNucci

**This book was written for:**

- Sales, marketing & development professionals
- Executives & leaders
- Entrepreneurs & business owners
- Consultants & freelancers
- Job hunters & career changers
- Anyone who wants to learn how to network better, not just more.

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**“The information is so good, so well-described, so valuable...I couldn't help but think of Malcolm Gladwell's *Blink / Tipping Point* when reading this.”**

- Judge for the Benjamin Franklin Awards - The Bill Fisher Award for Best First Book

**“...an easy-to-follow handbook that provides positive life-strategies for anyone who deals with people.”**

- One Thing New: Smart Reads for Busy Women

**“...packed with real-world, 'doable' advice... If you've struggled to find an approach that's true to your character and enables you to connect with others in a very authentic way, this is your book!”**

-Ed Gandia, co-founder of International Freelancers Academy and co-author of *The Wealthy Freelancer*

**“...clear, concise steps I can take every time I am amid others who may be sources of referrals, sales, or simply friendships...I now feel fully equipped and cannot wait for the next networking opportunity!”**

-Karen Clark, Author, Social Media for Direct Selling

**“Insightful, brilliant, funny, and down-to-earth...Wise and insightful teachings that have the potential to positively impact your career and life in huge ways.”**

- Renee Peterson Trudeau, author, coach, and owner of Career Strategies