

About Prospecting

Contemplations on the Art of Making Friends

Compiled by Mia Inderbitzin

Not only do I get to build relationships with people that I like but I get to help them reach their financial goals. What a great combination.

—John LeBlanc

The more I know about business, the more I'm convinced that it is conducted in homes and churches far more than in office buildings.

—Laura Moncur

The meeting of two personalities is like the contact of two chemical substances: if there is any reaction, both are transformed.

—Carl Jung

Like China, the Internet is a huge new market. It's up to you to figure out what to do with it. Use it as a prospecting tool, make connections with people, add value for your existing customers.

—Larry Chase

The best vitamin for making friends: B1.

—Anonymous

You can make more friends in two months by becoming interested in other people than you can in two years by trying to get other people interested in you.

—Dale Carnegie

If you make it plain you like people, it's hard for them to resist liking you back.

—Lois McMaster Bujold

Sales are contingent upon the attitude of the salesman—not the attitude of the prospect.

—W. Clement Stone

Advertising is salesmanship mass-produced. No one would bother to use advertising if he could talk to all his prospects face-to-face. But he can't.

—*Morris Hite*

The way of the world is meeting people through other people.

—*Robert Kerrigan*

The successful networkers I know, the ones receiving tons of referrals and feeling truly happy about themselves, continually put the other person's needs ahead of their own.

—*Bob Burg*

It's not what you know but who you know that makes the difference.

—*Anonymous*

More business decisions occur over lunch and dinner than at any other time, yet no MBA courses are given on the subject.

—*Peter Drucker*

Informal conversation is probably the oldest mechanism by which opinions on products and brands are developed, expressed and spread.

—*Johan Arndt*

It's all about people. It's about networking and being nice to people and not burning any bridges.

—*Mike Davidson*

Never refuse any advance of friendship, for if nine out of ten bring you nothing, one alone may repay you.

—*Madame de Tencin*

Position yourself as a center of influence—the one who knows the movers and shakers. People will respond to that, and you'll soon become what you project.

—*Bob Burg*

We are advertis'd by our loving friends.

—*William Shakespeare*

Don't walk behind me, I may not lead. Don't walk in front of me, I may not follow. Just walk beside me and be my friend.

—*Albert Camus*

Blessed are they who have the gift of making friends, for it is one of God's best gifts.

It involves many things, but above all, the power of going out of one's self, and appreciating whatever is noble and loving in another.

—*Thomas Hughes*

Mr. Wickham is blessed with such happy manners as may ensure his making friends—whether he may be equally capable of retaining them, is less certain.

—*Jane Austen*

[← Previous \(2003.phtml\)](#)

[Contents \(toc1.phtml\)](#)

[Next → \(2005.phtml\)](#)

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