



# Dig Your Well Before You're Thirsty: The Only Networking Book You'll Ever Need

*Harvey Mackay*

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**Dig Your Well Before You're Thirsty: The Only Networking Book You'll Ever Need** Harvey Mackay  
Bestselling author Harvey Mackay reveals his techniques for the most essential tool in business--networking, the indispensable art of building contacts.

Now in paperback, **Dig Your Well Before You're Thirsty** is Harvey Mackay's last word on how to get what you want from the world through networking. For everyone from the sales rep facing a career-making deal to the entrepreneur in search of capital, **Dig Your Well** explains how meeting these needs should be no more than a few calls away. This shrewdly practical book distills Mackay's wisdom gleaned from years of "swimming with sharks," including:

What kinds of networks exist

How to start a network, and how to wring the most from it

The smart way to downsize your list--who to keep, who to dump

How to keep track of favors done and favors owed--Is it my lunch or yours?

What you can do if you are not good at small talk

**Dig Your Well Before You're Thirsty** is a must for anyone who wants to get ahead by reaching out.

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