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In *Networking with the Affluent*, Dr. Stanley discusses SEVERAL methods of establishing productive relationships with your target prospect group and their advisors. Networking is NOT trading names or client lists with every salesperson you meet. These methods are not restricted to finding affluent clients.

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Networking with the affluent is a great case study for how to improve relationships, build trust and loyalty with any client regardless of their level of wealth. A great read and although most of the scenarios are given within the context of the financial services field, I found that it was easy enough to relate to them and and adapt them to my own business as a service provider in the ...

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But like any networking opportunity, you should think about how to do so artfully. For example, with the CEO at the opening, skip asking what he does, since you already know.

### **Networking with the Affluent by Thomas J. Stanley ...**

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