

# INTERVIEW BART SMITH

ABOUT ANY OF HIS BOOKS, WEBSITES OR COOKIES!

HELLO THERE!!!

This **Google document** contains all the information you need to **interview Bart Smith** about this book in particular:

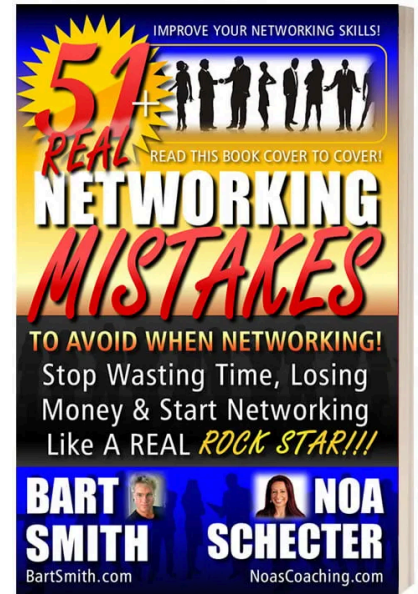
## 51+ Networking Mistakes

[PRODUCT PAGE](#) | [INTERVIEW PAGE](#)

### INSTRUCTIONS / OPTIONS (YOU CAN ...)

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4. **Keep this doc where you can find it!** You might **refer to it when you need to** for your show!
5. You can also **print this Google Document** with interview questions, intro, bio, etc.

Questions? [Contact Bart's office](#) for a prompt reply via eMail/phone call or call his office at **(323) 510-5155** (PST). Great! Let's get to the interview material below!



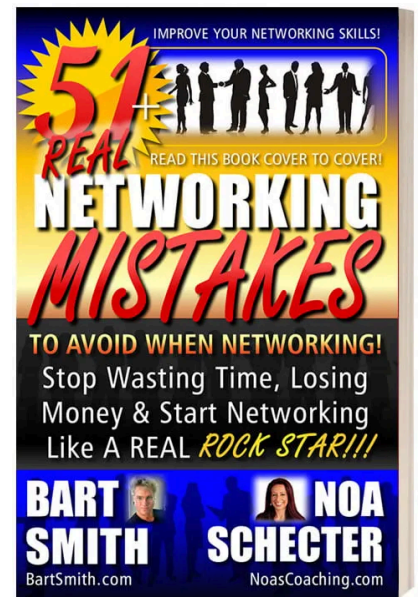
# 51+ Networking Mistakes

**To Avoid When Networking! Stop Wasting Time, Losing Money & Start Networking Like A Real Rock Star!!!** by Bart Smith & Noa Schechter

For those of us who love to network and those who may lean more towards the shy side or even nervous when you go to any networking event, it's a "human factor" when we say we all don't network as well as we could.

From time to time, we're bound to make a networking mistake and ask ourselves, "Did I say the right thing?", "Whoops, that didn't come out right ...", or "Oh, I forgot to bring/do/say this ..."

That's our point, and that's why we wrote this book.



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## INTERVIEW INTRO

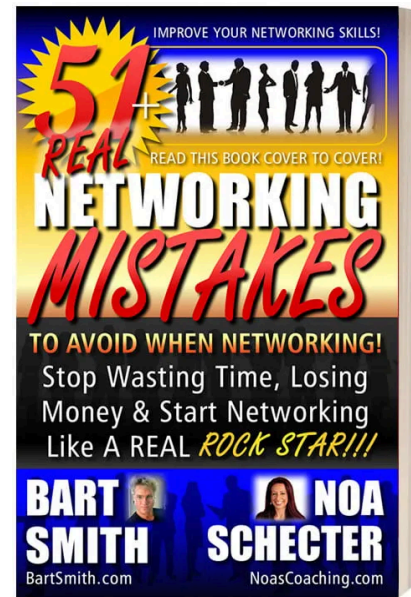
Inside *51+ Networking Mistakes*, the authors, Bart Smith and Noa Schechter, go into several networking mistakes to avoid:

PART I: BEFORE YOU GO NETWORKING  
PART II: WHILE YOU ARE NETWORKING  
PART III: AFTER YOU GO NETWORKING

Noa and Bart go over all of these topics in the book and much more:

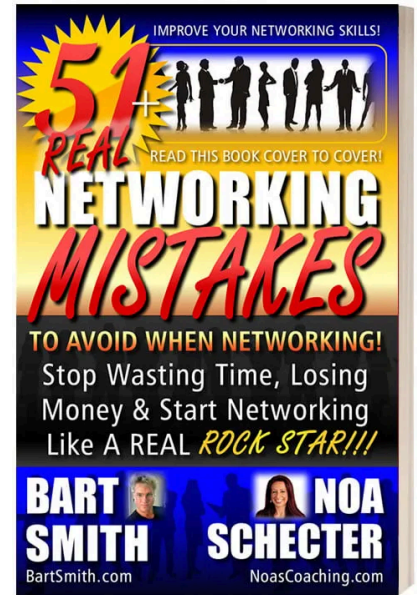
- ... what kind of marketing materials to bring!
- ... how to prepare for the event!
- ... what to bring to the event!
- ... what to do about building your email list!
- ... what to do with your business cards!

- ... what to do with your car!
- ... what to say / not say!
- ... our checklist to review BEFORE an event!
- ... name tags (to wear them or not)!
- ... what to do with your tech devices!
- ... we discuss branding strategies!
- ... we talk about how to take pictures!
- ... how many pictures to take!
- ... where to post pictures online!
- ... what to say, how to say it and to whom!
- ... interacting with total strangers!
- ... talking less; invoking mystery about yourself!
- ... making introductions to others!
- ... documenting (and how) about conversations!
- ... boring, dead-end conversations!
- ... how to hand out your marketing materials!
- ... how to sell at any event without selling!
- ... what to say at the very end of an event!
- ... what to do at the very end of an event!
- ... what to do after every event!
- ... what you should review after every event!
- ... how to create a system for follow-up!
- ... what to do with new contacts after an event!
- ... what to do with social media after an event!
- ... what to do before your next event!



Bart and Noa say there are 51+ networking mistakes on the cover, but there are actually more inside! Just imagine how much better and sharper you'll be at networking when you are exposed to all these networking mistakes!

Whether you network for fun, personal and/or business, this book is for anyone who seriously wants to maximize and capitalize on their networking efforts time and time again Bart and Noa do!



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## CO-AUTHOR BIOS + INTRO

COAUTHOR BIO: Bart is the author of 27 books on business, marketing, coaching, confidence, personal development, relationships, cooking, and, two networking books called *My Networking Tactics* and *3 Simple Networking Tactics!* One of Bart's passions and talents in the kitchen is baking the world's best chocolate chip cookies since 1988, which he brings to networking events to easily meet everyone in the room. "Want a cookie? Give me your business card and tell me about yourself and you can have one," Bart would say. Really, check it out [BartsCookies.com](http://BartsCookies.com)!!!

COAUTHOR BIO: The co-author of **51+ *Networking Mistakes*** is Noa Schechter. Noa has spent most of her life helping others, both personally and professionally. As a certified iPEC Coach, NLP Master Practitioner and educator, Noa coaches and mentors adolescents, teens, and adults in many forms and settings on the topics they need help with. Noa helps them find the solutions they need to live a more peaceful, even prosperous, life. Noa serves her clients in the areas of breakthroughs, self-esteem, confidence, relationships, and communication. She also conducts trainings in group format or invites individuals who just need to vent at [VentingCoach.com](http://VentingCoach.com). You can learn more about Noa and all her coaching and training services at [NoasCoaching.com](http://NoasCoaching.com).

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## INTERVIEW QUESTIONS

1. What motivated you to write this book? What kind of mistakes did you make when you were networking?



2. What kind of mistakes do you see people making when they go networking? What stands out?
3. What's the #1 mistake people make BEFORE, DURING and AFTER they go networking?
4. What's something people forget to DO when they network that they should or should NOT do?
5. What's something people forget to SAY when they network that they should or should NOT say?
6. What's your background (each of you)? How did you get to really love networking?
7. Why should someone get your book? What will they get out of it?
8. How can people get your book and is it available in eBook and audio form?

## BOOK DETAILS + PURCHASE INFO

The print, eBook and audio version of Bart and Noa's book, *51+ Networking Mistakes*, at his website: [BartSmith.com](http://BartSmith.com).

## IMAGES & ARTWORK

You can [find images for this book at Bart's Website!](#) On that page, you'll see them. Just right-click and save any one of these to your computer for your use.

Questions, [contact Bart's office](#).

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