

# Networking *for* Results

THE POWER OF PERSONAL CONTACT

Michael Hughes is known as ***THE Networking Guru***.

He has spent over 38 years in the business world, including the last sixteen as a successful entrepreneur, business coach, trainer, professional speaker and author.

***He has done extensive research on, and is a specialist in, utilizing networking as a business strategy.*** He has been the subject of numerous articles and interviews on this topic and Michael is considered to be one of the foremost authorities on networking.



His client list includes names like Alcatel-Lucent, Delta Hotels, Puerto Rico Tourism Company, Scotiabank, Sun Microsystems, Workopolis, The University of Ottawa School of Management and the Conference Board of Canada.

One of the most unique properties of Michael's business success is that he has taken his company from an idea to a six-figure consulting practice annually using networking as his sole marketing vehicle.

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