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Increase the chances others will do business with you by being likable - from Michelle Lederman, author of 11 Laws of Likability.

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In The 11 Laws of Likability, Michelle Tillis Lederman suggests that in order to be truly successful at networking, it is first important to tap into what is likable

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Michelle Tillis Lederman is the author of two books; The 11 Laws of Likability and Heroes Get Hired. She is an expert in relationship networking, career advancement

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The 11 Laws of Likability page 4. Picture the people you chose to do business with; your hairstylist or your car dealer for example.

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