

Building rapport:

https://www.linkedin.com/posts/sharilevitin_salestraining-heartandsell-fortune500-activity-6849051765292326912-w0IX

B2B & B2C networking

[Toronto's Leading BtoB Business Networking Group : BNI Business Edge Home \(bnigtaplus.ca\)](#)

[Ellevate Toronto's Network for Women | Ellevate \(ellevatenetwork.com\)](#)

[Small Business Networking groups in Toronto - Meetup](#)

[Professional Networking groups in Toronto - Meetup](#)

Pursuits:

[How to Develop Marketing Project-Pursuit & Capture Plans | Study.com](#)

[Expert Advice: How to Make the Right Go/No Go Decision \(cosential.com\)](#) On this page you can register to download the excellent Cosential Go/No Go grid
[\(5\) Five Basic Rules for Better Go/No GO Decisions in A/E/C Marketing | LinkedIn](#)

Websites with excellent content

Hinge Marketing: outstanding library of marketing and BD content for professional services firms.

[Marketing Library | Hinge Marketing](#)

[Guides Archives - Hinge Marketing](#)

[Books Archives - Hinge Marketing](#)

[EntreArchitect Academy Membership - EntreArchitect // Small Firm Entrepreneur Architects -](#)