NETWORK YOUR WAY TO A GREAT NEW JOB!

Successful professionals tend to behave differently from others — they network their way to job and career success. They learn to build and nurture large supportive networks of individuals who can help them both find jobs and get ahead in their careers.

Here's the book that reveals the key skills and behaviors of savvy networkers. Rather than sit passively on the sidelines waiting for jobs and promotions to come to them, savvy networkers develop proactive communication strategies that involve three key skill sets for personal and professional success:

- **make connections**
- **build relationships**
- **nurture networks**

Rich with insights and analyses, the book serves as a primer for anyone wishing to penetrate today's hidden job market. Highlights of the book include:

- **26 myths and realities**
- **prospecting and networking examples**
- **sample telephone dialogues**
- **tips on conducting informational interviews**
- **examples of approach and thank-you letters**
- **lists of key associations for networking**
- **major online networks**

Whatever you do, make sure your job search incorporates many of the networking skills and examples found in this book. As the authors rightly observe, most people need to overcome one of their ingrained childhood fears — don't talk to strangers. With this book, you'll learn the secrets of the savvy networker. You'll discover how easy it is to talk to strangers who, in turn, will become important members of your growing network for job and career success!

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