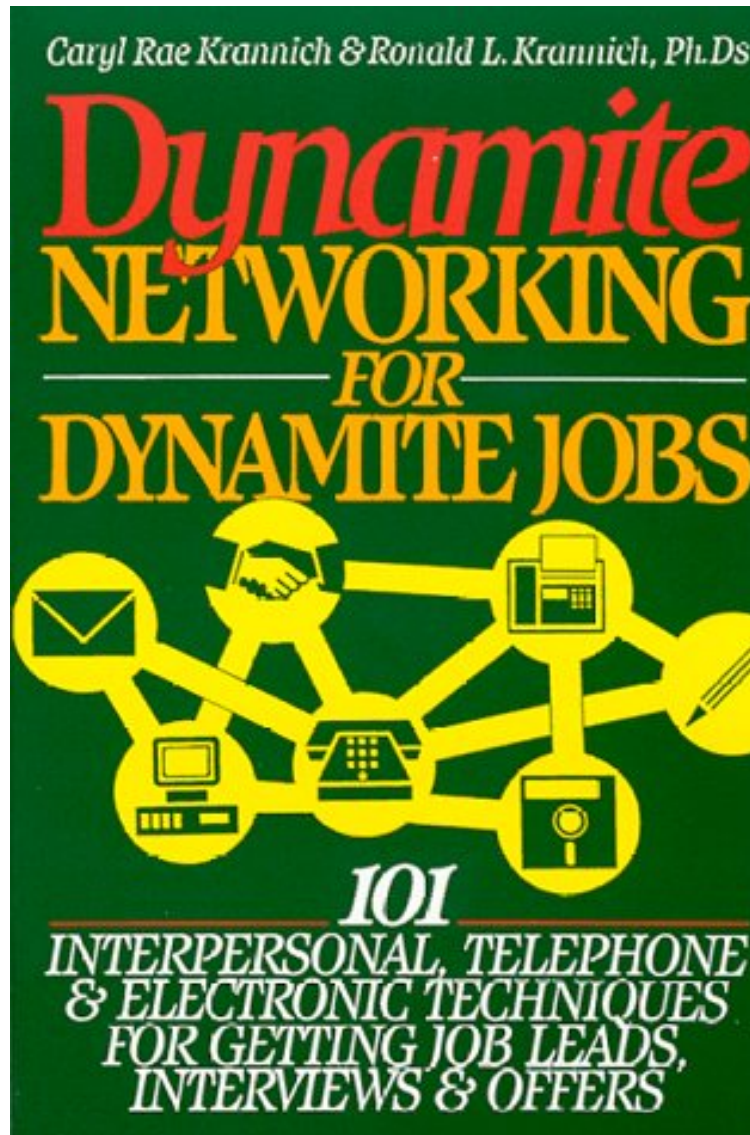


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# **Dynamite Networking for Dynamite Jobs: 101 Interpersonal, Telephone, Electronic Techniques for Getting Job Leads, Interviews, and Offers**

*Ronald Krannich, Caryl Krannich*  
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Interpersonal, Telephone, Electronic Techniques for Getting Job Leads, Interviews, and Offers:

Two leading employment experts provide practical guidance on how to organize effective job networks; prospect for job leads; writing networking letters; make cold calls; join electronic networks and many more.

Excerpt. Reprinted by permission. All rights reserved. Chapter 1: Networking, networking, networking! There must be something magical in those words. For those who understand what networking is all about, this term equates with job and career success. It's the secret language of effective job seekers and career advancers. It's the key to unlocking the doors of prospective employers. If, as we assume throughout this book, your goal is to find a job, networking will quickly put you in contact with employers and help you locate numerous unadvertised positions. If used properly, networking can become your ticket to job and career success. It can cut your job search time in half, put you into high quality jobs, and hasten your long-term career advancement. You will acquire the street smarts for easily changing jobs and advancing your career.