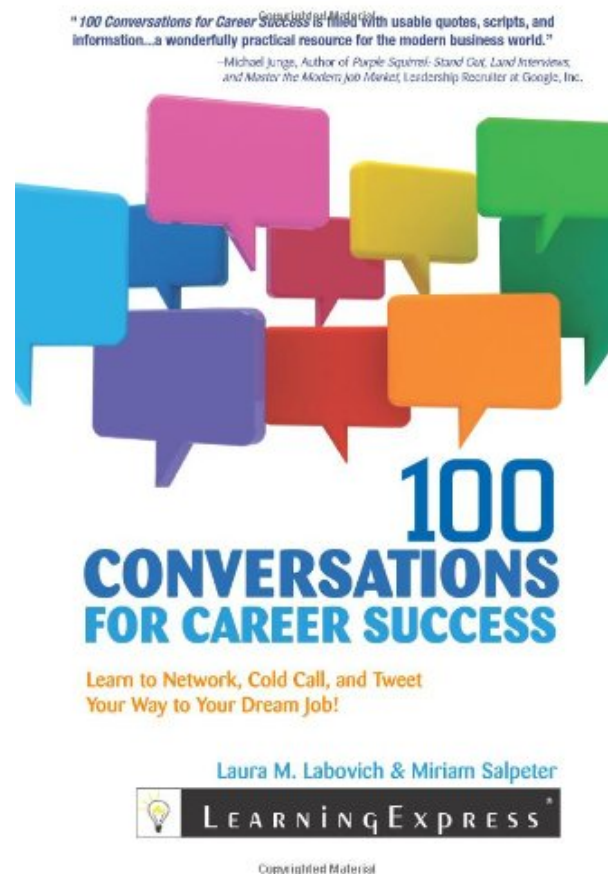


100 CONVERSATIONS FOR CAREER SUCCESS: LEARN TO NETWORK, COLD CALL, AND TWEET YOUR WAY TO YOUR DREAM JOB BY LAURA M. LABOVICH, MIRIAM SALP



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This book helps job seekers manage their day-to-day job search and professional networking, both in-person and online. Job seekers who need this book know they should be reaching out to employers, following up, cold calling employers to ask for meetings, and connecting on social media, but are stuck on the how! Authors and career experts Miriam Salpeter and Laura Labovich will provide communication protocols (scripts, templates, and outlines) to teach what to say and write when contacting people and companies during job searches. Perhaps more importantly, it showcase various approaches, right and wrong (based on real-life scenarios), and include details about how to connect in person, over the phone, via email, and via social media sites, including LinkedIn, Twitter, and Facebook.

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3 of 3 people found the following review helpful.

Smart and Succinct Scripts for your job search

By John M. Kelly

It's great to have smart, succinct resources like this gem from Miriam Salpeter and Laura Labovich. I borrowed it from the library, and I'm afraid it will just be renewed time after time. For an older job hunter like myself, the material on making Twitter and Linked In work is especially on point.

This is a book you can keep going back to for quick references, depending on where you are in your process. I especially like that there are two tables of contents - the traditional chapter version, and then a "scripts by chapter" that helps you find what you're looking for fast.

1 of 1 people found the following review helpful.

A must-read for job-seekers and coaches alike!

By Karen Reiff

This book is now part of my go-to collection of books I recommend to clients. The majority of clients thirst for this specific information, and, until now, I've been laboriously penning short scripts for them. I can't thank Laura and Miriam enough for writing this book for not only others, but myself, as well. I marked my copy up, and even bought another copy so I can promote it.

Thanks a million!

Karen J. Reiff, Career Counselor and Coach

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Indispensable Job Search Resource

By Dana Inerfeld

This valuable new resource for job searchers breathes fresh life into the tried and true strategies of networking, cold calling, and informational interviews with real world guidance for what to say in almost every situation a job searcher might encounter in today's job market. And that's just the beginning - the latest strategies for bringing social media tools to the job search are a revelation. Again, Laura and Miriam do not disappoint - they provide detailed descriptions of everything you need to know about LinkedIn, Twitter, Facebook, and Google+ for maximum impact.

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