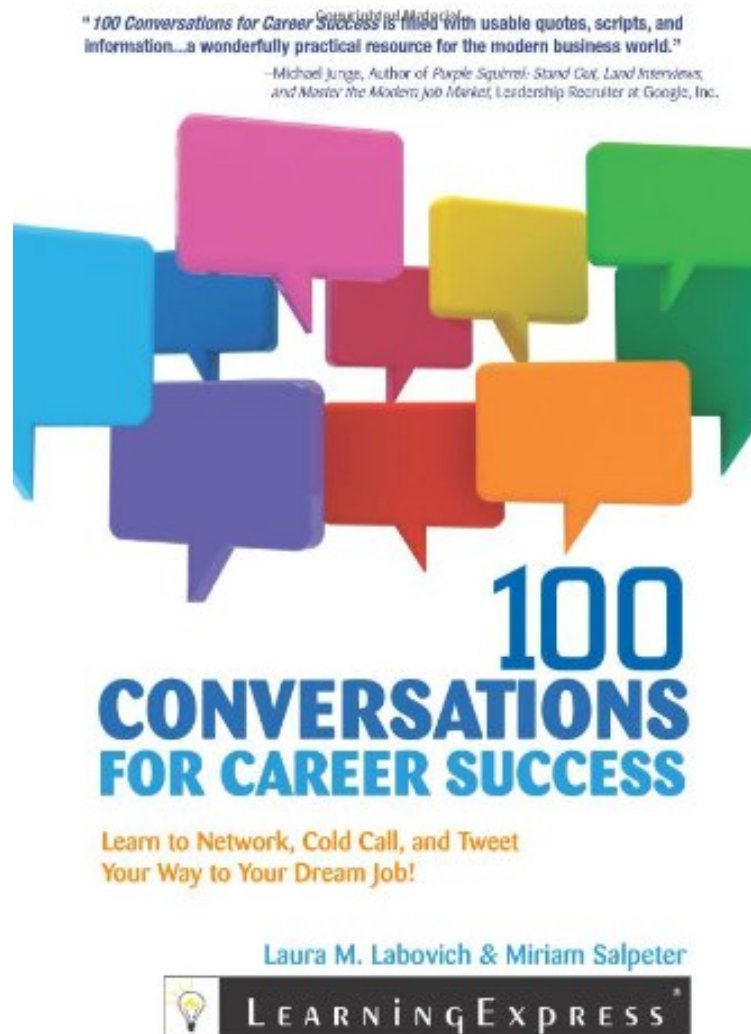


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# 100 Conversations for Career Success: Learn to Network, Cold Call, and Tweet Your Way to Your Dream Job

Laura M. Labovich, Miriam Salpeter  
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Laura M. Labovich, Miriam Salpeter : 100 Conversations for Career Success: Learn to Network, Cold Call, and Tweet Your Way to Your Dream Job before purchasing it in order to gauge whether or not it would be worth my time, and all praised 100 Conversations for Career Success: Learn to Network, Cold Call, and Tweet Your Way to Your Dream Job:

0 of 0 people found the following review helpful. A Practical, Savvy Primer Crammed with Sensible Job Search Suggestions  
By Eric H. Roth  
This savvy primer on job search skills provides clear, sensible advice and practical models. As a university English lecturer who helps international students develop a professional portfolio for their job search, I have often recommended this fine thin book. Unlike some other well-known titles in career development that focus on self-reflection and finding an ideal job, this how-to title provides practical guidance in writing emails, building LinkedIn profiles, networking conversations, and conducting informational interviews. Based on the very positive student feedback so far, I have also decided to add this book to a new English course devoted to helping international graduate students find internships, OPT visas, and first jobs in the United States. While confident, experienced professionals (and native English speakers) may find little new in *100 Conversations for Career Success*, I strongly recommend this practical book for recent graduates, shy job seekers, and international students looking for savvy advice in a very competitive job market. Filled with sensible job search suggestions, this primer seems almost ideal for Business English classes and career coaches looking to share cultural, workplace information.  
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  
0 of 0 people found the following review helpful. Easy to read, practical and inspiring  
By Jennifer  
Seldom do I look forward to reading a "how to" guide; however, this book is a pleasure to read. The book is chock-full of practical suggestions. It includes easy-to-follow (and adapt) scripts in every chapter. Each chapter concludes with a simple recap of key lessons. I've owned the book for less than a week - and have already recommended it to several others. This is an indispensable job search tool at any step on the career ladder.

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.

From the Inside Flap  
Praise for *100 Conversations for Career Success* "Are you looking for work? Meet your two new best friends: Miriam and Laura. Passing over vague, useless advice, these two zero in on the specifics of how to make the right connections and what to say once you do. If you want to have a successful job search, begin with this book." -- Anita Bruzzese, USA Today columnist and author of *45 Things You Do That Drive Your Boss Crazy* "It's all about how you communicate when it comes to landing your dream job, and if you've got even the slightest trouble in this area get *100 Conversations for Career Success*. From cold calling to leaving voice mail messages to nailing phone interviews, Laura Labovich and Miriam Salpeter have figured it out and offer their smart insights and advice. This book will seriously help you diminish those sweaty palm moments during your job hunt." --Eve Tahmincioglu, career writer for Today.com and MSNBC.com, and CareerDiva.net blogger "In today's world of multiple communication methods and ever-changing digital etiquette, *100 Conversations for Career Success* is a fantastic resource. I recommend it to any job seeker seeking expert tips, detailed scripts, and honest advice." --Lindsey Pollak, author, *Getting from College to Career: Your Essential Guide to Succeeding in the Real World*, lindseypollak.com "100 Conversations for Career Success is a must-have for any job seeker. In the book, Miriam and Laura walk you through the most challenging part of the job search process--starting conversations with people you know (and don't know) who can help you find a job. I was particularly impressed with the level of detail they provide in scripts you can use to effectively communicate your message. Don't wait until you need this book to start reading it!" --Sharlyn Lauby, SPHR, CPLP - president of ITM Group, Inc. and author of the blog HR Bartender "With *100 Conversations*, Miriam and Laura have given job seekers what they've never had before--the ultimate resource for reaching out to contacts and potential new connections. With detailed examples and scripts, this invaluable guide will help jumpstart a new job search or revitalize an ongoing one. I highly recommend it." --Liz Lynch, author, *Smart Networking: Attract a Following In Person Online* "There's no single path to securing a job anymore. This book will help you learn how to present yourself better to employers so that you can get your dream job instead of settling." --Dan Schawbel, Managing Partner, Millennial Branding and Author of the international bestseller, *Me 2.0* "While you've been networking since the first day you asked a new classmate for a toy in pre-K, knowing what to say and how to say it can get complicated--especially when you're exploring opportunities and trying to sell yourself for a new job at the same time. This quick start 'where you need it' guide, provides you with strategies and openers that will enable to you to go from tongue-tied to a master of effortless conversations--from cold calls and LinkedIn introductions to how to gently say no and

recommend someone else when you're not the right person for the job. Read it. Study up. And go out and land your dream job." --Chandlee Bryan, Co-Author, *The Twitter Job Search Guide and Career Coach* at [BestFitForward.com](http://BestFitForward.com)"Far too many job-seekers are flummoxed by the questions, 'But what do I say?' and 'How do I say it?' when it comes to the conversations they need to be having to propel their job searches. They are often stymied to the point of stalling or derailing their searches. Now, here comes *100 Conversations for Career Success: Learn to Tweet, Cold Call, and Network Your Way to a Dream Job* as their salvation. Job-hunters no longer need fumble for words as they learn to communicate effectively in situations ranging from networking, cold-calling, informational interviewing, and through social media. This book will rescue many a job search."--Katharine Hansen, associate publisher/creative director, *Quintessential Careers*, [quintcareers.com](http://quintcareers.com)"This engaging, practical book gives job seekers exactly the tips they need to handle every challenging job search situation--and there are many! From the crucial 20-second pitch to politely leveraging your network for job referrals, from cold calling to mentoring others, this book has it all, in a very accessible format. Highly recommended. --Heather Krasna, author, *Jobs That Matter: Find a Stable, Fulfilling Career in Public Service* and Director of Personal Professional Development, Gabelli School, Fordham University"What great advice! Laura and Miriam have given us a gift. Even the most inept networker, job seeker, and career novice will come out looking and acting like a pro if they follow even 10% of the suggestions in the book. I will be recommending this book to all my Career Development Facilitator certification students, and will pay close attention to these tips to move my own career forward." --Janet E. Wall, EdD, CDFI, MCDP, President and Founder, Sage Solutions, and [CEUonestop.com](http://CEUonestop.com)