



The Career Artisan Series - Phone Networking Secrets Revealed Guide For The Perplexed. Take the Fear Out of Cold Calling When Networking & Looking for a Job (With Phone Scripts)

Mary Elizabeth Bradford

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A revolutionary guide that takes the fear out of follow up phone calls during your job search! Perfect for mid to senior level professionals but has also been used successfully by new graduates.

Packed with tips and phone scripts that will show you:

What to say when you are following up after sending your resume in response to a job advertisement.

What to say when you are following up after sending your resume unsolicited to a key decision maker.

How to overcome objections including: “You have to talk to HR”, or “We are not hiring right now.”

How to easily and quickly get past the Gatekeeper.

How to network with your friends, associates and strangers WITHOUT asking for a job.

How to work with human resources during job interviews.

This guide includes phone scripts for:

Following up with executives and decision makers for the first time.

Calling a friend or associate to talk to them about networking.

When you are directed to HR.

When you want to leave a VM that compels your contact to actually call you back.

Written by a top careers expert who compiled this information based on making thousands of cold calls as president of her own executive recruiting firm as well as leading over 500 executives through each step of their job search as an award winning and internationally certified job search coach.



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