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People Hire People - Not Resumes

Frank V. Danzo

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Frank V. Danzo : People Hire People - Not Resumes before purchasing it in order to gauge whether or not it would be worth my time, and all praised People Hire People - Not Resumes:

0 of 0 people found the following review helpful. Job search for optimum results
By Steve Smiley
Frank Danzo does an outstanding job of outlining the best path to finding the right job opportunity. He takes the time to go into all of the small details a job seeker needs to efficiently organize for and participate in "networking" for optimum results. I read this on my Kindle, but since the book contains many valuable tables, lists, and action items, I quickly bought the paper version. One of the most valuable parts for me was the description of how to write and properly deliver a Personal Marketing Story, not just an elevator pitch. I also found the section on networking follow-up to be particularly helpful, as some of my past one-on-one meetings turned out to be a waste of time. My meetings are much more successful now that I follow Frank's methods.
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A must read. The book blends concepts with real world examples. Additionally, the templates and checklist help the reader translate ideas to action. I followed the plan to land my current job.
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