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to reach out to connect with the thousands of colleagues, friends, and associates on his contacts list, people he has helped and who have helped him.

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an up-and-comer you must do the  
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Ferrazzi first used his remarkable ability to connect with others to pave the way to Yale, a Harvard M.B.A., and several top executive posts.

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Overall, Never Eat Alone is an informative networking book. Its main idea is innovative – connecting and sharing as opposed to just collecting important names in your network – compared to the majority of other networking books.

Never Eat Alone, Expanded and Updated

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networking—not by applying to job  
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