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Michael A. Boylan

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The Power to Get In deals with the single most common and frustrating problem for anyone who's in business, a job transition, or a move back into the work force: the problem of gaining access to the correct audience. Today, no other skill is as directly connected to your ability to earn a living as the skill of getting in to see the right people. Michael Boylan's step-by-step system, The Circle of Leverage, will help you cut through bureaucracy, identify the people you most need to see, and get in their doors. Anyone with something to sell, abilities to offer, or ideas to present will find this book invaluable.

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