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Author Porter Gale is an international speaker and former VP of Marketing for Virgin America. In her new book **YOUR NETWORK IS YOUR NET WORTH: Unlock the Hidden Power of Connections for Wealth ...**

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Your network is your net worth. Aside from my internship and first job when I graduated from college, I've never had to send in my CV or apply for a job to land the other roles that I've held. My second job, which offered me a significant pay increment, was made possible because a colleague of mine made the recommendation (thanks, Vic!).

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My answer to this question is: "Your network is your net worth.". As you grow in your career, you continue to acquire skills and business acumen, but the only thing that will truly make a significant impact will be who you know and who you are connected with.

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According to Porter Gale, former Vice President of Marketing at Virgin, your network is your net worth. I agree with Gale. Whether you're an introverted programmer, who wants a new job, or a sales executive, looking for your next customer, networking is vital to your success.

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Your network of connections is most likely

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