



Working the Street: What You Need to Know About Life on Wall Street

Erik Banks

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Written by a former Managing Director at Merrill Lynch, *Working the Street* is the resource for readers hoping to build a successful career on Wall Street. It is not a "how-to" career book or a job guide. It doesn't tell the reader who to contact for a job or what classes to take to prepare for a career in banking, and it is not a book about the technical "nuts and bolts" of Wall Street. What this book does tell the reader is about some of the "ins and outs" of Wall Street; about how things really work in the banking world; about some of the speed bumps to watch out for and some of the "low hanging fruit" that is ripe for the picking, from getting in the door and developing positive habits, to getting a bonus and handling retirement. In order to really succeed, it is necessary to know as much as possible about how Wall Street really works. *Working the Street* goes a long way in providing exactly that.

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