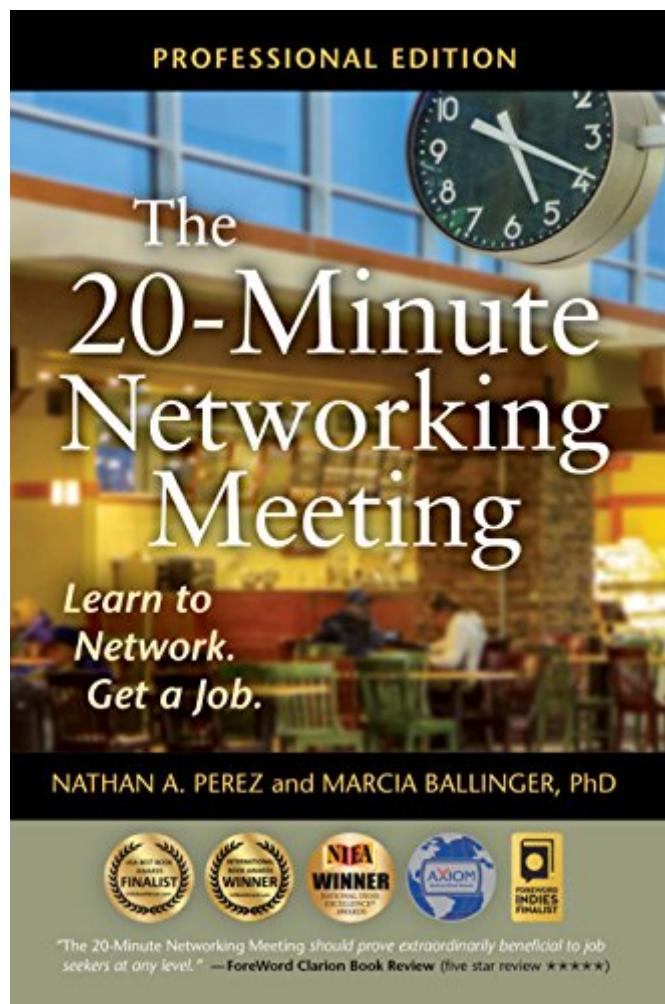The book was found

The 20-Minute Networking Meeting - Professional Edition: Learn To Network. Get A Job.

Synopsis

*WINNER - International Book Award - Career category!*WINNER - National Indie Excellence Award - Career category!*SILVER - Axiom Business Book Award - Career category!*FINALIST - USA Best Book Award - Career category!*FINALIST - Foreword INDIES Book of the Year - Career category! Welcome to The 20-Minute Networking Meeting! This book will successfully serve any job-seeker from any background--field sales to customer service; doctor to bartender; teacher to derrickman; legal aid to construction; retail to management. All you need is desire; the rest is in this book!Built using the acclaimed The 20-Minute Networking Meeting--Executive Edition networking model lauded by business leaders around the world, the Professional Edition puts you in control of your job-search discussions and, ultimately, your career.Taking the best elements of the best networkers from a multitude of industries and professions, combined with 40 years of the authors' own experience, the Professional Edition culminates in a highly productive networking approach from a hiring perspective.In this book, learn what networking (really) is, and how to:* Master the 5 most important parts of a networking meeting* Create a networking agenda* Construct key questions to lead a discussion* Expand a professional network with more names* Break into the "Invisible/Hidden Job Market" (where over 70% of all jobs are obtained)* Make a networking meeting more effective, efficient, and mutually beneficial* Execute the above (and much more)-- inside of 20 minutes* Maintain your new network throughout your career!Chock full of real-world scenarios, short stories, meeting examples, and dozens of tips and observations from hiring authorities and recruiting experts, the Professional Edition is an end-to-end lesson on job-search networking, founded on the premises of gratitude, positivity, and reciprocity.Specifically constructed to clarify and simplify networking for job-search, the Professional Edition was written for even the most introverted networker and is rounded out with a complete set of readiness worksheets that guide the reader through actual networking preparation, with fully written stories that show the entire The 20-Minute Networking Meeting model in action.Also from Career Innovations Press:The 20-Minute Networking Meeting - Graduate EditionandThe 20-Minute Networking Meeting - Executive Edition

Book Information

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Customer Reviews

Couple friends found this book excellent and recommended it. It's a quick read, filled with good humor, anecdote and extensive direct experience.I particularly appreciated the candid treatment of the entire topic of networking, dispelling my view of it being a "schmoozy" practice that often felt like it was a waste of time when people asked to network with me. I now see how those notable exceptions that I truly enjoyed had leveraged the concepts in this book.I was asked to speak earlier this week at an upper level college class for Finance students and recommended this book to them. The professor is planning to acquire it and provide for each of his students.

I'm often asked for networking advice as the founder of an internship program. These requests come from all levels - interns to professionals returning to the workforce. My first recommendation is read "The 20 Minute Networking Meeting". I've handed out nearly 100 copies. This is the right way to handle networkingÃƒÂ¢Ã â ¬Ã Â|with focus, intention, gratitude and giving back. My hats off to Nathan Perez and Marcia Ballinger for bringing this resource forward to all levels of job-seekers. Thank you.

Networking the word most people dread, especially job seekers! However after reading this book my opinion of networking has changed. Lots of examples and scripts, best of all the authors provided

an agenda so there's no way to go off track. And one more thing, thank you!

I read the book and have been recommending it to others ever since. The examples of wrong and right ways to network are invaluable. I couldn't put it down! Nathan Perez and Marcia Ballinger cover the subject in a way that is clear and easy to put into action. Genius!!!

Perez and Ballinger do make the valid point that it's who you know, and lay out a solid roadmap for good conversations and follow-up that build friendly business relationships.The reason for my low rating? The book does not outline the entire process.There is no discussion of HOW to make the first contact/secure a meeting with these new networking contacts. For all the anecdotes, the job seeker conveniently has friends-of-friends in high places. In other words, this book is for the person who already is well-connected but simply needs to build and strengthen those relationships.But look elsewhere for discussion on effective ways to break the ice and request a meeting.

Helpful & concise.

Great read for job seekers!

Very insightful. Now the challenge is putting into practice what I have read.

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