The 20-Minute Networking Meeting - Professional Edition: Learn to Network. Get a Job.

Nathan A. Perez, Marcia Ballinger PhD

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*WINNER - International Book Award - Career category!
*WINNER - National Indie Excellence Award - Career category!
*FINALIST - USA Best Book Award - 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, this new 2016 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.
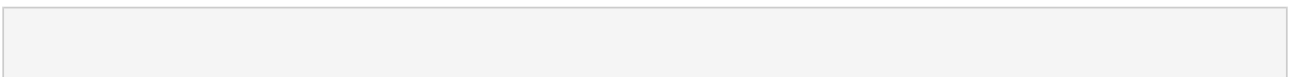
Specifically constructed to clarify and simplify networking for job-search, the Professional Edition was written for even the most introverted networker and is rounded out with a complete set of readiness worksheets that guide the reader through actual networking preparation, with fully written stories that show the entire *The 20-Minute Networking Meeting* model in action.

Also from Career Innovations Press:
The 20-Minute Networking Meeting - Graduate Edition
and
The 20-Minute Networking Meeting - Executive Edition

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Karen Schanz:

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