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

By Nathan A. Perez, Marcia Ballinger PhD

The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. By Nathan A. Perez, Marcia Ballinger PhD

 "The best advice I can give on navigating one-on-one networking is to check out The 20-Minute Networking Meeting. Follow their advice and your meeting will be a well-crafted success." **-- USA Today College**

*WINNER - USA Best Book Award - College Guides Category!
Part of the award-winning *20-Minute Networking Meeting* **series***, the Graduate Edition is a simple, step-by-step guide written expressly for job-seeking grads, whether two-year, four-year, trade school, graduate or doctoral level, and shows you how to use your educational background to express your professional experience. This includes anyone that has gone back to school!

Built using the acclaimed *The 20-Minute Networking Meeting--Executive Edition* networking model lauded by business leaders around the world, the Graduate Edition shows you how to develop the most important career-making skillset in business--networking.

Taking the best elements of the best networkers from a wide array of industries and professions, combined with 40 years of the authors' professional networking experience, the Graduate 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
* Write networking emails to people you don't know
* Expand your 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!

Chockfull of real-world scenarios, short stories, meeting examples, and dozens of tips and observations from students, hiring authorities and recruiting experts, the Graduate 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 even the most introverted networker, the Graduate Edition 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.
Take control of your job-search - and your career!

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

⬇ **Download** The 20-Minute Networking Meeting - Graduate Editio ...pdf

📄 **Read Online** The 20-Minute Networking Meeting - Graduate Edit ...pdf

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

By Nathan A. Perez, Marcia Ballinger PhD

The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. By Nathan A. Perez, Marcia Ballinger PhD

"The best advice I can give on navigating one-on-one networking is to check out The 20-Minute Networking Meeting. Follow their advice and your meeting will be a well-crafted success." **-- USA Today College**

*WINNER - USA Best Book Award - College Guides Category!
Part of the award-winning *20-Minute Networking Meeting* series, the Graduate Edition is a simple, step-by-step guide written expressly for job-seeking grads, whether two-year, four-year, trade school, graduate or doctoral level, and shows you how to use your educational background to express your professional experience. This includes anyone that has gone back to school!

Built using the acclaimed *The 20-Minute Networking Meeting--Executive Edition* networking model lauded by business leaders around the world, the Graduate Edition shows you how to develop the most important career-making skillset in business--networking.

Taking the best elements of the best networkers from a wide array of industries and professions, combined with 40 years of the authors' professional networking experience, the Graduate 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
* Write networking emails to people you don't know
* Expand your 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!

Chockfull of real-world scenarios, short stories, meeting examples, and dozens of tips and observations from students, hiring authorities and recruiting experts, the Graduate 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 even the most introverted networker, the Graduate Edition 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.
Take control of your job-search - and your career!

Also from Career Innovations Press:

The 20-Minute Networking Meeting - Professional Edition
and
The 20-Minute Networking Meeting - Executive Edition

The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. By Nathan A. Perez, Marcia Ballinger PhD Bibliography

- Sales Rank: #214468 in Books
- Published on: 2014-12-30
- Original language: English
- Number of items: 1
- Dimensions: 9.00" h x .52" w x 6.00" l, .71 pounds
- Binding: Paperback
- 208 pages

Download and Read Free Online The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. By Nathan A. Perez, Marcia Ballinger PhD

Editorial Review

Review

"Being able to quickly make connections with people is a differentiator in today's job market. *The 20MNM* provides a step-by-step action plan that kicks off your job search with high-powered efficiency. There are scores of books and blogs about writing a resume, but only one real source for networking. Every grad should read this book!"
-Wendy Brostrom, former University Recruiting Manager, General Mills

"Networking is the key to discovering opportunities in the 'hidden job market,' and in the marketplace, and no class can prepare you the way *The 20-Minute Networking Meeting* does. A quick, engaging read, [this book] will give you the confidence, practical advice, and tools to get the results you want--and to make the best use of your time."
-David Bortnem, President & COO, Piranha X; former Chief Operating Officer, Regis (Salons) Corp.

"When I went into career transition, I was lost until I discovered *The 20MNM*. The tips in the book unlocked my confidence and has given me the networking technique I was in search of. I've recommended this book to dozens of people and still have my copy close at hand. I highly recommend it."
-Stacy Webb, former VP Business Planning & Operations and CEO Chief of Staff, Best Buy

"Networking is both a science and an art, and *20MNM* is the Bible for effective employment networking. It's an investment in personal success with immediate and long-term return."
- David A. Brumbaugh, former VP Human Resources, Children's Hospitals & Clinics of Minnesota; former VP Human Resources Cigna Healthcare

"20MNM is the simple, secret recipe that wows your contacts. Easy to follow, the Graduate Edition makes an impact and creates meaningful networking meetings. I carry its framework with me always, and pass on extra copies to individuals looking for that same secret recipe."
-Jackie Ottoson, former VP of Human Resources, Famous Dave's; former VP HR McKesson Corp.; former VP HR CVS/Caremark

About the Author
Nathan A. Perez is Principal at Career Innovation, LLC., a consultancy that helps all experience levels of job-seekers from across the country. He is a national speaker on the topics of networking, résumé deconstruction, and LinkedIn.

As part of his Career Innovation, LLC. consultancy, Nathan continues to work in executive search in the Research function, and is responsible for devising the strategies of "where and how to find" qualified candidates for client companies. He has been cited by The Huffington Post as one of the most connected people on LinkedIn, world-wide.
An enthusiastic and hands-on coach, Nathan teaches the 5 *20MNM* principles to students, career coaches and executives to help strengthen the presence of job-searching clients by combining his executive search experience with 20 years of television and stage performance. A formally trained actor, he is a member of

the Actors Equity Association union (AEA), and a voting union member of The Screen-Actors Guild (SAG-AFTRA).

Nathan serves on the Board of Directors at The Playwrights' Center, and as Board Secretary at The Loft Literary Center, the nation's two largest writing institutions dedicated to cultivating creative writers and their work. You can get in touch or read more about him at 20mnm.com.

Marcia Ballinger, PhD is co-founder and Principal at Ballinger|Leafblad, a Twin-Cities-based, civic-focused executive search firm. She has been in executive recruiting for over 15 years, and is a frequent speaker on behalf of the industry. She has been an adjunct faculty member in business at Capella University and St. Mary's University, and has a Master of Arts in Speech-Communication from the University of Minnesota. She received her PhD in Organization and Management from Capella University, where she now serves as Board Chair. She was named Industry Leader by the Minneapolis-St Paul Business Journal in 2009 and one of the "(Real) Power 50" by Minnesota Business in 2014.

Users Review

From reader reviews:

Jennifer Newhouse:

Do you have favorite book? When you have, what is your favorite's book? Publication is very important thing for us to be aware of everything in the world. Each book has different aim or even goal; it means that reserve has different type. Some people feel enjoy to spend their time to read a book. They may be reading whatever they get because their hobby is definitely reading a book. Consider the person who don't like looking at a book? Sometime, particular person feel need book after they found difficult problem or maybe exercise. Well, probably you should have this The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job..

Nicholas Valles:

The e-book untitled The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. is the publication that recommended to you to see. You can see the quality of the reserve content that will be shown to you. The language that author use to explained their way of doing something is easily to understand. The author was did a lot of exploration when write the book, therefore the information that they share for you is absolutely accurate. You also might get the e-book of The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. from the publisher to make you a lot more enjoy free time.

Joy Rodriguez:

Many people spending their time frame by playing outside using friends, fun activity having family or just watching TV all day long. You can have new activity to invest your whole day by reading a book. Ugh, think reading a book can actually hard because you have to use the book everywhere? It ok you can have the e-book, getting everywhere you want in your Touch screen phone. Like The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. which is having the e-book version. So , try out this book? Let's view.

Edward Doucet:

A lot of reserve has printed but it is different. You can get it by world wide web on social media. You can choose the top book for you, science, comedy, novel, or whatever through searching from it. It is referred to as of book The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job.. You'll be able to your knowledge by it. Without leaving behind the printed book, it may add your knowledge and make you actually happier to read. It is most crucial that, you must aware about reserve. It can bring you from one destination for a other place.

Download and Read Online The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. By Nathan A. Perez, Marcia Ballinger PhD #OLS4MY6085Q

Read The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. By Nathan A. Perez, Marcia Ballinger PhD for online ebook

The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. By Nathan A. Perez, Marcia Ballinger PhD Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. By Nathan A. Perez, Marcia Ballinger PhD books to read online.

Online The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. By Nathan A. Perez, Marcia Ballinger PhD ebook PDF download

The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. By Nathan A. Perez, Marcia Ballinger PhD Doc

The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. By Nathan A. Perez, Marcia Ballinger PhD Mobipocket

The 20-Minute Networking Meeting - Graduate Edition: Learn to Network. Get a Job. By Nathan A. Perez, Marcia Ballinger PhD EPub