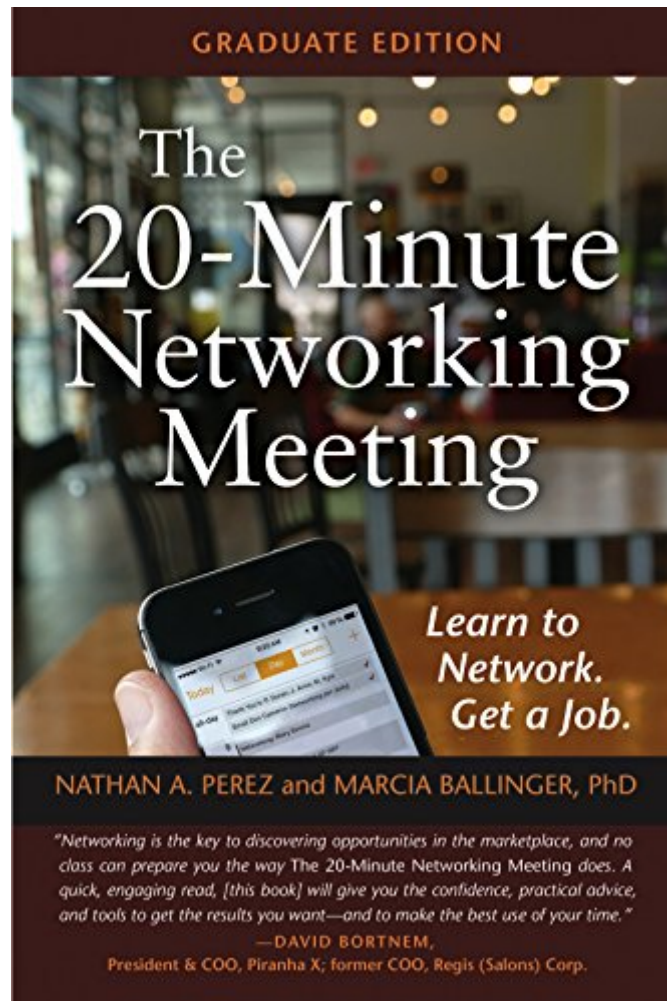


The book was found

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



Synopsis

"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 Updated 2016. 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. 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*

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Customer Reviews

As a young college student who recently started networking, this book has helped me a lot. Nathan walks through the networking process in an easy, digestible format. He also gives valuable examples and insights to explain the "whys" and results of the networking. I have already run a few networking meetings using his method and they turned out great! I highly recommend this book!

This book is a short read that teaches you how to make the most out of all your networking meetings. It's effective and gets right to the point. I'd recommend it to everyone especially college students. You'll get tools to be a great networker. Read it and apply it.

Nathan understands both sides of the networking dialogue: the hiring manager and the college graduate. He honors the needs of the employer while sharing how a college student can get AND give value during a networking meeting. His five-step method is easy and effective. I recommend this book to all the college students in our internship program.

This book provides practical advice about building a network that will help anyone who is seeking a new career. Read this book to understand about networking from the perspective of the person with whom you want to meet. The 20-Minute Networking Meeting will offer tips to prepare, manage your time, follow-up, and make a positive impression after the meeting.

Nathan Perez is an incredible person. I have been fortunate to hear him speak and participate in networking activities with him on multiple occasions. His method of networking takes away the nerves and opens you up to a world of connections. I highly recommend this book.

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