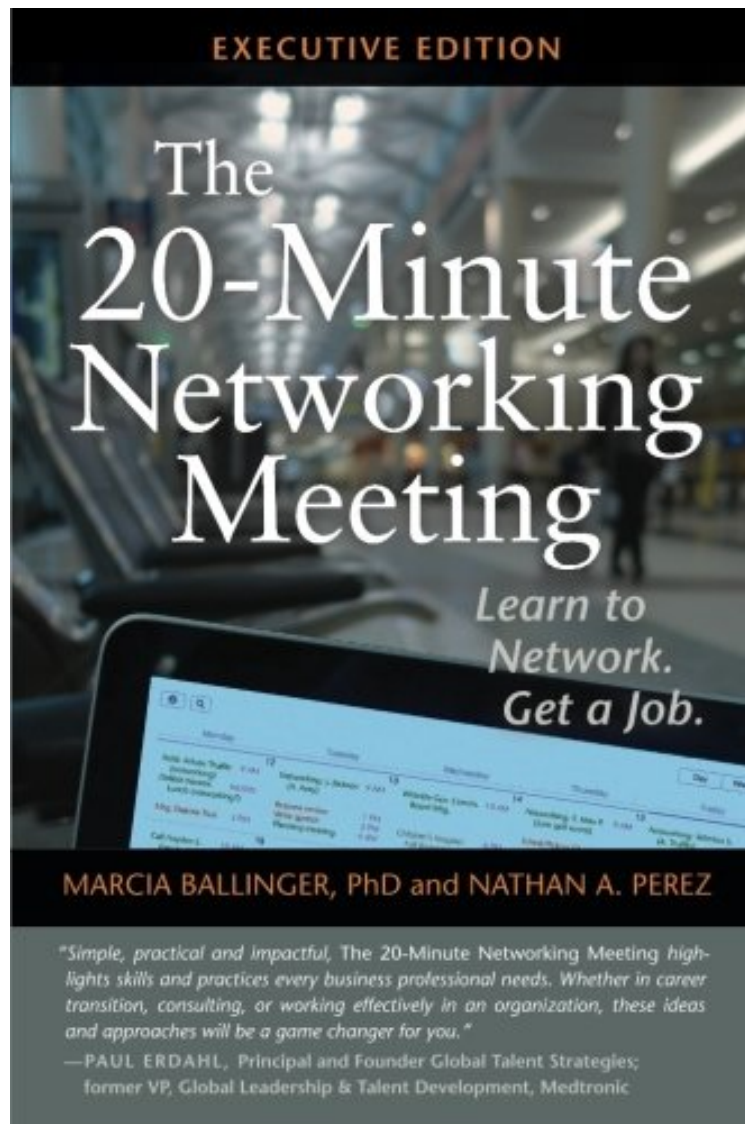


[Ebook pdf] The 20-Minute Networking Meeting - Executive Edition: Learn to Network. Get a Job.

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

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Marcia Ballinger, Nathan A. Perez : The 20-Minute Networking Meeting - Executive Edition: Learn to Network. Get a Job. before purchasing it in order to gage whether or not it would be worth my time, and all praised The 20-Minute Networking Meeting - Executive Edition: Learn to Network. Get a Job.:

4 of 4 people found the following review helpful. An essential tool for anyone wishing to build their networkBy Alan L. ChaseA client of mine recently recommended this book to me. It was a felicitous recommendation. This small

handbook, written by Dr. Marcia Ballinger and Nathan A. Perez should be considered an essential tool for anyone wanting to expand their network. "The 20-Minute Networking Meeting" is geared primarily to those who need to network in order to find their next job, but the principles outlined here can be broadly applied to any networking situation. The major takeaway from the lessons shared by the authors is that all too often, we waste the time of those who have been gracious enough to grant us a networking meeting. The book offers very specific steps to structure a meeting that will be productive and will take only 20 minutes out of the busy life of the person you have asked to meet with. It is no accident that this 20-minute time frame is very close to the optimal length of a TED talk that has evolved over the past decade. With proper planning, discipline, and execution, we can accomplish a great deal in less than half an hour. The co-authors have worked both sides of the job placement business. Dr. Ballinger founded her own executive search practice, and Mr. Perez is a consultant who works with candidates looking to make a move into a new job. Their combined vision and wisdom provides a nice balance in terms of seeing the world of networking through the eyes of the candidate and through the eyes of the persons the candidate is hoping to network with. I have already recommended those book to a number of friends and professional colleagues. It is a welcome addition to the job seeker's tool box. I am pleased to recommend it to you. 1 of 1 people found the following review helpful. The most important thing we can do while in transition By Anne Hunter As an extrovert, networking came easily. So I was surprised to learn all the ways I could improve my skills just by following the advice in this powerful little book. Some examples: Focus my efforts on the third ring the friends of friends because thats where Im most likely to land my next job. Start the networking meeting with an agenda just like Id do in a business meeting. Keep my professional overview to one minute,. Thats all the time I need to deliver a succinct message. Keep the meeting to 20 minutes (really) and close with an offer to help. As the authors say, giving back makes me feel like a partner in the conversation, not a burden. And finally, do my homework, be grateful and follow up. This book inspires extroverts and introverts alike to get out from behind our laptops and meet people we dont know. As the authors remind us, thats the most important thing we can do while in transition. That, and read this book. 4 of 4 people found the following review helpful. Great resource for building a positive network By temigmpls The 20 Minute Networking Meeting is by far the best networking guide I've found. The power of this book lies in helping the reader understand the dynamics of the meeting from the other person's perspective. By using real examples, the reader can easily identify with the power of positive networking skills. With this understanding, the authors go on to provide a structure for a productive, concise, and brief meeting with key leaders. The beauty of this book is that it not only provides clear structure to enable even the most introverted person a measure of confidence going into a networking meeting, but also helps the extrovert focus on a respectful and positive use of the leader's time. Marcia and Nathan did an outstanding job creating a user friendly tool for successful networking. I recommend that everyone should read this common sense approach to networking, before going to their next networking meeting.

The original book in the award-winning 20-Minute Networking Meeting series, the Executive Edition is a carefully constructed job-search model designed to break into the Invisible/Hidden Job Market where over 70% of all jobs are obtained. *U.S. Bureau of Labor Statistics.

"Face-to-face networking is the most effective tool when it comes to uncovering the hidden job market and landing new employment. This book offers valuable insights for anyone interested in honing your networking skills." --John A. Challenger, CEO, Challenger, Gray Christmas, Inc. "I couldn't put the book down once I'd started. A topic often talked about, but not addressed directly for executives. While I've considered myself a good networker, this book will give me tools to be a great one." --Linda Thrasher, former VP of Public Affairs, The Mosaic Company "If you're in transition, you need this book. If you're working, you need this book. I would recommend this to emerging workers, folks in established jobs, people in transition and retired people entering a new phase of life. It works for everyone." --Cyndi Leshner, former CEO Northern States Power, an Xcel Energy Company "A powerful, quick-learn focus on the misunderstood art of networking from people who know how to do it right--and professionally--for great results. This book is vital for any executive in transition." --Larry Miller, former SVP of Human Resources, Starkey Hearing Technologies "An excellent read. Many leaders waste valuable networking meetings, but The 20-Minute Networking Meeting demonstrates how to avoid this pitfall by illustrating what effective networking is, forcing you to look in the mirror while motivating you to improve your skills." --Mark Dalrymple, retired President of Schwan's Consumer Brands About the Author 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. 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, rsum

deconstruction, and LinkedIn.