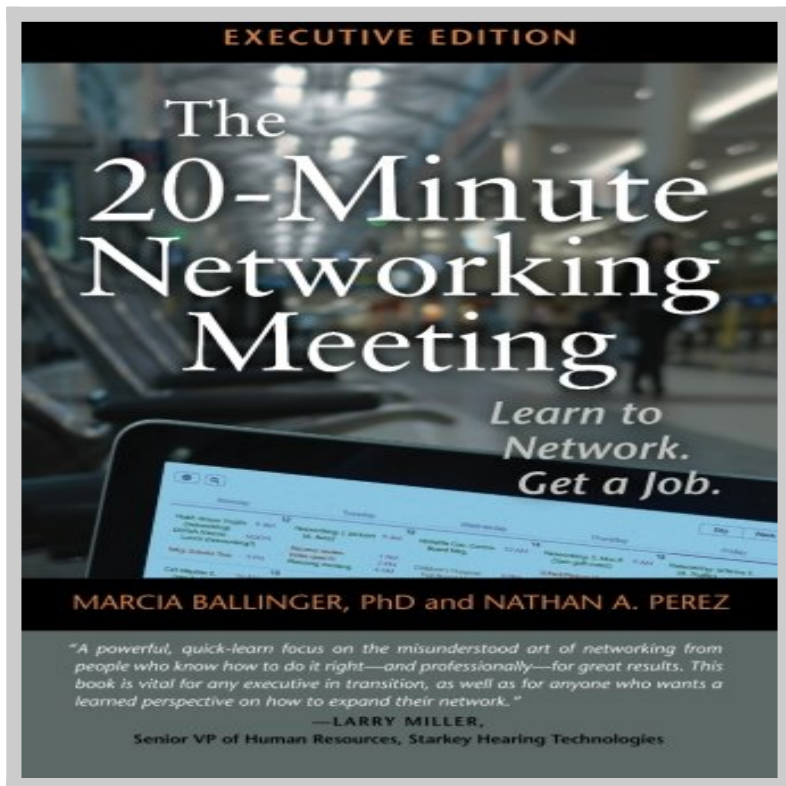


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The 20 Minute Networking Meeting Network Book Preview

Lauded by Fortune 500 and international business leaders around the world, *The 20-Minute Networking Meeting - Executive Edition* is a carefully constructed job-search model designed to break into the "Invisible Job Market," where over 70% of all jobs are obtained. *U.S. Bureau of Labor Statistics.

Using the best elements of networkers from a wide array of businesses and industries, and combined with 40 years of the authors' professional networking experience from a hiring perspective, *The 20-Minute Networking Meeting* takes the 5 most important parts of networking

meeting and culminates in a concise, efficient, and highly productive networking model.

Chock full of real-world scenarios, short stories, meeting examples, and dozens of tips and observations from hiring authorities and recruiting experts, *The 20-Minute Networking Meeting - Executive Edition* shares the wisdom of senior executives who have been in transition (looking for work), and the perspectives of those who are most asked to network. Constructed to clarify and simplify networking for job-search, the *Executive Edition* also contains fully written networking stories that demonstrate the entire *20MNM* model in action, ending with a complete set of "readiness worksheets" that guide the reader through actual networking preparation.Â

An end-to-end lesson on job-search networking,Â *The 20-Minute Networking Meeting - Executive Edition*, **and the newly published *Graduate Edition***, are founded on the premises of gratitude, positivity, and reciprocity, and have found great success in the hands of executives, career coaches, outplacement firms, college graduates, and sales professionals around the globe.