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The 20-Minute Networking Meeting should prove extraordinarily beneficial to job seekers at any level. A quick, concentrated how-to guide designed to maximize the efficiency of job searches. Management consultants and debut authors Perez and Ballinger aim to help unemployed people crack the mysteries of "the invisible job market," which consists of job openings that aren't publicly announced.

"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.

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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!

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.

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.

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Already used and respected by Fortune 500 leaders, The 20-Minute Networking Meeting is full of straightforward networking advice that gives the reader insight into "the invisible job market"-where nearly all executive jobs are found-and helps garner the deserved respect of contacts.

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The 20 Minute Networking Meeting

The 20-Minute Networking Meeting does a great job explaining why networking is so important, spelling out highly effective strategies for building, expanding, and working with your network.

This book offers valuable insights for anyone interested in honing your networking skills, whether you are a recent college graduate just embarking on your career or a seasoned veteran with 25 years in the workforce.

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