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The 20 Minute Networking Meeting

Author of the multi-award-winning job-search networking book *The 20-Minute Networking Meeting*, Nathan speaks on its principles to students, veterans, career coaches, executives and corporate teams everywhere. Nathan draws on 20 years of stage, film and television experience in New York City and

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Hollywood, and is a member of the Actors Equity Association union (AEA); a voting union member of The Screen-Actors Guild (SAG-AFTRA); the Author's Guild; and served as Vice Chair at The Loft Literary ...

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went on too long?

Learn to set an agenda
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best conversations
start with the best

questions. The

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Avoid Common

Mistakes Small things
like eye contact ...

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puts you in control of
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career. Taking the best
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and professions,
combined with 40
years of the authors'
own experience, the
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productive networking
approach from a hiring
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model lauded by
business leaders
around the world, the
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you in control of your
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and, ultimately, your
career. Learn, step-by-
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beneficial to job
seekers at any level. In
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Nathan Perez and
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professionals reveal an
invaluable five-step
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professionals reveal an invaluable five-step process for successful networking.

The 20-Minute Networking Meeting - Professional Edition ...

"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

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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 20-Minute Networking Meeting - Executive Edition

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**Networking Meeting
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Learn ...**

An end-to-end lesson
on job search
networking, The
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Edition is founded on
the premises of
gratitude, positivity,
and reciprocity, and
has found great
success in the hands of
executives, career
coaches, outplacement
firms, college

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graduates, and sales professionals around the globe.

The 20-Minute Networking Meeting - Executive Edition ...

It's called The 20-Minute Networking Meeting, and is short, to-the-point, and chock full of good advice. I've created a cheat sheet that summarizes the book (with a few tweaks of my own) and

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explains exactly how to
have an effective
networking meeting.

The Networking Meeting Cheat Sheet - Get Your Dream Job Faster

"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

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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."

Amazon.com: The 20-Minute Networking Meeting - Graduate ...

Co-creator and co-author of the acclaimed and award-winning The 20-Minute

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Networking Meeting
with Dr. Marcia
Ballinger, Nathan
combines job-search
and networking in his
career-coaching
practice.

The 20-Minute Networking Meeting: A Five-Step Structure ...

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model lauded by
business leaders
around the world, this
new 2016 Professional
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control of your job-
search discussions and,
ultimately, your
career. Taking the best
elements of the best
networkers from a
multitude of industries
and professions,
combined with 40
years of the authors'
own experience, the
Professional Edition

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culminates in a highly
productive networking
approach from a ...

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you how to develop the most important career-making skillset in business--networking.

The 20-Minute Networking Meeting - Graduate Edition: Learn ...

In this video, you will see a mock 20-Minute Networking Meeting in its entirety. It features Taous, a soon to be MBA grad, networking with an executive in her chosen industry of

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finance, played by
20MNM co-author,
Nathan A. Perez.

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