

The 20 Minute Networking Meeting Hardcover

Virtually all job hunting experts agree that networking is the best way to find a great job. But most people don't have connections to the decision makers who do the hiring. Orville Pierson, a top expert in job hunting, tells you how to succeed by effectively using your current circle of contacts. He cuts through the myths and misunderstanding to show you how millions of job hunters have networked their way to great new jobs. Highly Effective Networking empowers you to: Use a small network to reach dozens of insiders and decision makers; get the right message to the right people; create a project plan to organize your networking efforts; speak effectively and comfortably with our networking contacts; and talk to decision makers before the job opening is announced.

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

This small book has a huge mission: Showing us how to talk to each other again! With the frenetic pace of life and ever-evolving technology, face to face human interaction is becoming a lost art. The simple formula of YOU, YOU, ME, YOU enables you to easily create meaningful connections and build relationships that can provide lasting benefits whether the outcomes you seek are professional (getting a job) or personal (getting a date). When you meet someone new, how comfortable are you engaging in an interactive conversation? Do you know the REAL PURPOSE of networking and how to do it effectively? How many actual connections do you make in your daily interactions with others? Discover how to network effectively and leave a lasting impression and understand the importance of how building relationships can create a positive life experience! YOU, YOU, ME, YOU can change how you talk to people, and it can change your life!

"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 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

Use the latest technology to target potential employers and secure the first interview--no matter your experience, education, or network--with these revised and updated tools and recommendations. "The most practical, stress-free guide ever written for finding a white-collar job."—Dan Heath, coauthor of *Switch* and *Made to Stick* Technology has changed not only the way we do business, but also the way we look for work. The 2-Hour Job Search rejects laundry lists of conventional wisdom in favor of a streamlined job search approach that produces results quickly and efficiently. In three steps, creator Steve Dalton shows you how to select, prioritize, and make contact with potential employers so you can land that critical first interview. In this revised second edition, you'll find updated advice on how to efficiently surf online job postings, how to reach out to contacts at your dream workplace and when to follow up, and advice on using LinkedIn, Indeed, and Google to your best advantage. Dalton incorporates ideas from leading thinkers in behavioral economics, psychology, and game theory, as well as success stories from readers of the first edition. The 2-Hour Job Search method has proven so successful that it has been shared at schools across the globe and is a formal part of the curriculum for all first-year MBAs at Duke University. With this book, you'll learn how to make it work for you too.

A Picture's Worth examines verbal communication development and how autism impedes development of these skills and can cause frustration that can lead to problem behaviors. The authors demonstrate how providing many of the communication options described in this book—PECS and the other augmentative and alternative communication strategies (AAC)— can significantly reduce a child or student's frustration and enhance learning. This new edition cites encouraging research that proves PECS (and other AAC strategies) doesn't interfere with the development of speaking skills, and actually can provide a boost to the acquisition of these skills. There's also expanded information on:

- Deciding whether a child needs AAC and could benefit from PECS
- Who is an appropriate candidate for PECS
- How to correct errors during the initial stages of PECS
- How to choose which challenging behaviors to eliminate
- What to do when a child does not look at pictures

This practical guide makes it easy for parents and therapists to get started using this low-tech strategy to help people with autism of all ages to develop effective communication skills!

Lauded by Fortune 500 and international business leaders around the world, *The 20-Minute Networking Meeting* is a carefully constructed job-search model designed to break into the "Invisible Job Market," where the U.S. Bureau of Labor Statistics states that over 70% of all jobs are obtained. 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 an efficient, concise 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* 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 simplify and clarify networking for job-search, *The 20-Minute Networking Meeting* also contains fully written networking scenarios that show the entire 20MNM model in action, ending with a complete set of "readiness worksheets" that guide the reader through actual networking preparation. Founded on the premises of gratitude, positivity, and reciprocity, *The 20-Minute Networking Meeting* has found great success in the hands of executives, career coaches, outplacement firms, college graduates, and sales professionals around the globe.

The 20-Minute Networking Meeting—Professional Edition "puts you in 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 author's own

experience, the Professional Edition culminates in a highly productive networking approach from a hiring perspective"--Back cover.

A job-search manual that gives career seekers a systematic, tech-savvy formula to efficiently and effectively target potential employers and secure the essential first interview. The 2-Hour Job Search shows job-seekers how to work smarter (and faster) to secure first interviews. Through a prescriptive approach, Dalton explains how to wade through the Internet's sea of information and create a job-search system that relies on mainstream technology such as Excel, Google, LinkedIn, and alumni databases to create a list of target employers, contact them, and then secure an interview—with only two hours of effort. Avoiding vague tips like "leverage your contacts," Dalton tells job-hunters exactly what to do and how to do it. This empowering book focuses on the critical middle phase of the job search and helps readers bring organization to what is all too often an ineffectual and frustrating process.

Appropriate for a first course on computer networking, this textbook describes the architecture and function of the application, transport, network, and link layers of the internet protocol stack, then examines audio and video networking applications, the underpinnings of encryption and network security, and the key issues of network management. Th

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. An end-to-end lesson on job search networking, "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."

Knock-Out Networking! is based on Michael Goldberg's proven system for attracting more prospects, more referrals, and more business to the pipeline. These proven approaches have helped thousands of sales reps, sales managers, business owners, and job searchers change the way they develop relationships. And they will do the same for you!

Praise for Portfolio Life "Dave Corbett's book turns two simple ideas into a program for life-enrichment, that you can create a life expressly for yourself and that the so-called

retirement years are the best time to do it. Drawing on a lifetime of work with people who were rethinking what they wanted and their direction, he shows how to do both those things. Be warned: If you read the book, you're going to be changed. But I think you'll like how you turn out." --Bill Bridges, author, *Transitions and Job Shift* "Dave's book reveals a powerful and profound formula for crafting a genuinely rich life. If you agree that retirement is passé, and you are a lifelong learner and have a desire to make your life count in a deeply fulfilling way, you will love this book." --Fred Harburg, former chief learning officer and president, Motorola University "Healthy, fit, financially secure, and happy for another 40 years? Is there really that kind of gold over 'them thar' hills? Yes, and *Portfolio Life* is the guide, leading boomers to a life path never before traveled by so many. Don't pass 50 without it." --Natalie Jacobson, news anchor, WCVB-TV Boston "This is the work of a wise, thoughtful author with decades of experience helping people be more successful in the next chapter of their lives. It will help you embrace change and explore the possibilities that come with an additional 20 to 30 productive years to be designed and lived on your own terms." --Anne Szostak, chairman, The Boys & Girls Clubs of America "This timely book should be read by anyone of any age who wants his or her life to have meaning and purpose beyond the accumulation of money and things." --Millard Fuller, founder, Habitat for Humanity and the Fuller Center for Housing

The author of *The 2-Hour Job Search* shows you how to land your dream job, from writing the perfect resume and cover letter to nailing any interview and negotiating your offer. Steve Dalton's *2-Hour Job Search* simplified the process of finding work by utilizing technology, and now *The Job Closer* helps you seal the deal by applying his time-saving techniques to the surrounding steps. As a career consultant, Dalton has found that job seekers routinely overinvest in trivial aspects of the employment hunt while underestimating the important ones. In this guide, you'll learn how to avoid wasted effort and excel in all areas by using tools such as: • The FIT Model, which helps job seekers nail the answer to "Tell me about yourself" using principles from the world of screenwriting • The RAC Model, perfect for writing efficient cover letters and answering "Why this company or job?" in an interview • The CAR Matrix, designed to help you craft compelling interview stories and deploy them in the most powerful way • The Prenegotiation Call, which takes the awkwardness out of asking for more and turns your negotiator from an adversary into a partner • And many more . . . *The Job Closer* will leave you with more time for networking, making meaningful connections, and showcasing your unique talents, so your odds of success in landing the perfect job improve exponentially.

The guru of executive job-changing combines many new techniques with the proven, reliable wisdom his loyal readers have come to expect to create this invaluable manual--an indispensable aid to executive job hunting.

This book empowers you to create mutually beneficial long-term relationships. Authored by Hall-of-Fame-nominated marketer and Wall Street Journal cartoonist Stu Heinecke, this book reveals methods he's developed to get those crucial conversations after years of experience, and from studying the secrets of others who've had similar breakthrough results. --

If you are new to the workforce or want to jump start your career, *Thriving At Work* delivers a proven and practical roadmap to achieve success from day one and throughout your career. More than a dozen executives from well-known multi-national companies have given their

complete endorsement after reviewing this book. Even though most companies today believe college graduates lack the crucial skills to be ready and to succeed in the workplace, Michael Dam wants to help you prove them wrong. Drawing from over twenty five years of professional as well as teaching experience, the author shared his insight and real life examples that will help you fast track your career, avoid potential pitfalls and not having to learn the hard way. Designed and organized for easy reading, the book is split into different sections, so you can easily read about the topics you're interested in at the moment, and be able to refer back to the book throughout your career. The author discusses at length on topics such as getting the right job, getting a head start and standing out at work, handling pressure situations, dealing with difficult co-workers and managers, managing your career paths, and successfully navigating the many challenges you will face throughout your career. A great companion for college graduates and seasoned professionals alike, *Thriving At Work* is a timeless book for achieving career success.

Consumer health websites have garnered considerable media attention, but only begin to scratch the surface of the more pervasive transformations the Internet could bring to health and health care. *Networking Health* examines ways in which the Internet may become a routine part of health care delivery and payment, public health, health education, and biomedical research. Building upon a series of site visits, this book: Weighs the role of the Internet versus private networks in uses ranging from the transfer of medical images to providing video-based medical consultations at a distance. Reviews technical challenges in the areas of quality of service, security, reliability, and access, and looks at the potential utility of the next generation of online technologies. Discusses ways health care organizations can use the Internet to support their strategic interests and explores barriers to a broader deployment of the Internet. Recommends steps that private and public sector entities can take to enhance the capabilities of the Internet for health purposes and to prepare health care organizations to adopt new Internet-based applications.

Chock full of real-world scenarios, short stories, meeting examples, and dozens of tips and observations from hiring authorities, executives, recruiting experts, and fellow veterans, the *Veteran Edition* is an end-to-end lesson on job-search networking, founded on the premises of gratitude, positivity, and reciprocity.

If you or someone you know is struggling with the daunting process of finding a new position, as well as learning what to do-and not to do-in order to meet people, network, and make connections who can help you learn about job openings in your field, *Hired!* is for you. The author experienced two job losses (both beyond his control) in three years, and what he learned to get the first new job cut his search time in half for the next time.? He provides many clear and easy-to-implement ideas that make you stand apart from other candidates, and more importantly, stand above them in the valuable information you should provide to show companies why they should hire YOU.

Reveals techniques for cultivating useful contacts in business and at leisure, from targeting the right people to staying in touch with them to asking for favors

This book helps job seekers manage their day-to-day search and professional networking in-person and online. Job seekers who need this book know they should reach out to business contacts and connect on social media, but don't know how. Scripts and templates teach what to say when contacting people during job searches and showcase various approaches, including details about how to connect in person and via phone, email, and social media sites. The bestselling co-author of the legendary *The One Minute Manager®* and a former Twitter executive join forces to create the ultimate guide to creating powerful mentoring relationships. While most people agree that having a mentor is a good thing, they don't know how to find one or use one. And despite widespread approval for the idea of being a mentor, most people don't think they have the time or skills to do so. Positive mentoring relationships can change

the way we lead and help us succeed. In *One Minute Mentoring*, legendary management guru Ken Blanchard and Claire Diaz-Ortiz, a former Twitter executive and early employee, combine their knowledge to provide a systematic approach to intergenerational mentoring, giving readers great insight into the power and influence of mentoring and encouraging them to pursue their own mentoring relationships. Using his classic parable format, Blanchard explains why developing effective communication and relationships across generations can be a tremendous opportunity for companies and individuals alike. *One Minute Mentoring* is the go-to source for learning why mentoring is the secret ingredient to professional and personal success.

Shows how the networking-averse can succeed by working with the very traits that make them hate traditional networking
Written by a proud introvert who is also an enthusiastic networker
Includes field-tested tips and techniques for virtually any situation
Are you the kind of person who would rather get a root canal than face a group of strangers? Does the phrase "working a room" make you want to retreat to yours? Does traditional networking advice seem like it's in a foreign language?
Devora Zack, an avowed introvert and a successful consultant who speaks to thousands of people every year, feels your pain. She found that most networking advice books assume that to succeed you have to become an outgoing, extraverted person. Or at least learn how to fake it. Not at all. There is another way.
This book shatters stereotypes about people who dislike networking. They're not shy or misanthropic. Rather, they tend to be reflective - they think before they talk. They focus intensely on a few things rather than broadly on a lot of things. And they need time alone to recharge. Because they've been told networking is all about small talk, big numbers and constant contact, they assume it's not for them. But it is! Zack politely examines and then smashes to tiny fragments the "dusty old rules of standard networking advice. She shows how the very traits that ordinarily make people networking-averse can be harnessed to forge an approach that is just as effective as more traditional approaches, if not better.

Are you considering a job switch or a career change? Perhaps you are actively interviewing, but haven't advanced beyond the phone screen or been offered the job. Or maybe just one or two questions always seem to find you at a loss for the right response. Everyone can benefit from developing and keeping interviewing skills in top shape. In this straightforward guide, executive search expert and author of *The 20-Minute Networking Meeting*, Marcia Ballinger, spells out exactly what it takes to win your executive interview. In this book, Marcia reveals: - What really goes on during an executive interview-- from the other side of the desk- How to prepare for different kinds of interviews, and position yourself for success- The very best ways to answer the most common interview questions
This practical book gives you the strategy and tools for every interview, and is a must-have for any executive job candidate.

Smart leaders know that they would greatly increase productivity and innovation if only they could get everyone fully engaged. So do professors, facilitators and all changemakers. The challenge is how. *Liberating Structures* are novel, practical and no-nonsense methods to help you accomplish this goal with groups of any size. Prepare to be surprised by how simple and easy they are for anyone to use. This book shows you how with detailed descriptions for putting them into practice plus tips on how to get started and traps to avoid. It takes the design and facilitation methods experts use and puts them within reach of anyone in any organization or initiative, from the frontline to the C-suite. Part One: *The Hidden Structure of Engagement* will ground you with the

conceptual framework and vocabulary of Liberating Structures. It contrasts Liberating Structures with conventional methods and shows the benefits of using them to transform the way people collaborate, learn, and discover solutions together. Part Two: Getting Started and Beyond offers guidelines for experimenting in a wide range of applications from small group interactions to system-wide initiatives: meetings, projects, problem solving, change initiatives, product launches, strategy development, etc. Part Three: Stories from the Field illustrates the endless possibilities Liberating Structures offer with stories from users around the world, in all types of organizations -- from healthcare to academic to military to global business enterprises, from judicial and legislative environments to R&D. Part Four: The Field Guide for Including, Engaging, and Unleashing Everyone describes how to use each of the 33 Liberating Structures with step-by-step explanations of what to do and what to expect. Discover today what Liberating Structures can do for you, without expensive investments, complicated training, or difficult restructuring. Liberate everyone's contributions -- all it takes is the determination to experiment.

A new classic, cited by leaders and media around the globe as a highly recommended read for anyone interested in innovation. In *The Innovator's DNA*, authors Jeffrey Dyer, Hal Gregersen, and bestselling author Clayton Christensen (*The Innovator's Dilemma*, *The Innovator's Solution*, *How Will You Measure Your Life?*) build on what we know about disruptive innovation to show how individuals can develop the skills necessary to move progressively from idea to impact. By identifying behaviors of the world's best innovators—from leaders at Amazon and Apple to those at Google, Skype, and Virgin Group—the authors outline five discovery skills that distinguish innovative entrepreneurs and executives from ordinary managers: Associating, Questioning, Observing, Networking, and Experimenting. Once you master these competencies (the authors provide a self-assessment for rating your own innovator's DNA), the authors explain how to generate ideas, collaborate to implement them, and build innovation skills throughout the organization to result in a competitive edge. This innovation advantage will translate into a premium in your company's stock price—an innovation premium—which is possible only by building the code for innovation right into your organization's people, processes, and guiding philosophies. Practical and provocative, *The Innovator's DNA* is an essential resource for individuals and teams who want to strengthen their innovative prowess.

Never before have the pressures of a comparative and competitive world impacted on our sense of wellbeing, particularly among young adults. Building on the principles of *Giving Voice to Values*, which honors the complexity and difficulty of leading with our values, this book addresses the unique challenges faced by young adults. It provides a clear process that details how to harness natural wisdom to flourish through the relentless pace and pressure of today's world. Moving beyond mere values clarification, *Authentic Excellence* helps the reader to develop a deeper relationship with their values and confidently express them, and builds effective coping skills to manage the relentless noise of our comparative and competitive world. *Authentic Excellence* answers five primary questions: How are young adults affected by this world of relentless change and pressure? Why are young adults vulnerable to a plateau that can negatively affect their resilience? What is the difference between fear-based excellence and authentic excellence and what role do values play in this distinction?

What is necessary to move beyond fear-based excellence and why is it so hard? How do you train a deeper level of effectiveness that includes more consistent productivity, fulfillment and resilience?

A manager's guide to hiring the right employees introduces the practical and effective A Method for Hiring, which draws on the expertise of hundreds of high-level executives to present a simple, easy-to-follow program to guarantee hiring success. 50,000 first printing.

Tactful self-promotion is an extraordinarily useful--in fact, crucial-- career competency, relevant at any stage. This book is for you if you're: - new to your career, striving to establish a reputation in your profession. - at mid-career, feeling like you've plateaued or stalled, and need to build influence. - working in the "gig" economy, freelancing, and seeking contract work. - starting your own business, or becoming a consultant. - between jobs and trying to find a new opportunity. Based on thousands of conversations with people seeking more visibility, the authors outline actions that even the most reserved can take to increase their visibility without violating their integrity or values (and without triggering a panic attack!). Illustrated by real-world examples, it is full of practical approaches, immediate tips, and ideas to implement. Power Your Career: The Art of Tactful Self-Promotion at Work will help you find ways to promote yourself--tactfully!

Over the last few decades, networking has devolved into an endless series of cattle call events full of open bars and closed fists. Perfect strangers, after a long day at the office, agree to show up and bump into each other, randomly exchanging business pitches for business cards. Needless to say, traditional networking isn't working anymore. For successful 21st century business people, large networking events and the mountains of business cards they produce have become a waste of time and valuable resources. It's time for a new, modern approach to networking. Born out of author Derek Coburn's frustration with having spent thousands of fruitless hours attending traditional networking events, this book offers fresh, effective, unconventional strategies for growing and nurturing a powerful network. These strategies grew Coburn's revenue by 300% in just 18 months and can have a major impact on your business. You will learn how to: * Become the Ultimate Connector * Become the Ultimate Resource * Identify and develop relationships with world-class professionals * Enhance the value you deliver for your best clients * Position yourself for more quality introductions to ideal prospective clients Once you implement the networking strategies in this book, the quality of your clients, your business, and your life will improve dramatically.

Finally – A Networking Book for Introverts! The sequel to Pollard's international bestseller *The Introvert's Edge: How the Quiet and Shy Can Outsell Anyone*, selected by BookAuthority as the #2 "Best Introvert Book of All Time" and listed by HubSpot as one of the "Most Highly-Rated Sales Books of All Time." Introverts across the world have been sold a lie: One of the biggest myths that plagues the business world today is that our ability to network depends on having the "gift-of-gab." This is nonsense. You don't have to be outgoing to be successful at networking. You don't have to become a relentless self-promoter. In fact, you don't have to act like an extrovert at all. The truth is, introverts make the best networkers . . . when armed with a plan that lets them be their authentic selves. Matthew Pollard, an introvert himself, draws on over a decade of

research and real-world examples to provide an actionable blueprint for introverted networking. In this paradigm-shifting book, you'll discover how to: Overcome your fear and discomfort when networking Turn networking into a repeatable system Leverage your innate introverted strengths Target and connect with top influencers Leverage the power of virtual and social networking Whether you're a small business owner struggling to make a living or a professional who's hit a career plateau, *The Introvert's Edge to Networking* is your path to a higher income and a rolodex of powerful connections.

Get the Job You Want, Even When No One's Hiring You CAN find a good job in a bad economy – but NOT with conventional search strategies. *New Rules for a New Reality* Today's job market is the toughest in recent history, and the challenges are here to stay. Even so, you CAN get the job you want – IF you discard conventional approaches to the search. *Get the Job You Want, Even When No One's Hiring* is the ONLY career book that: Explains the special strategies necessary to land a job during an economic crisis Integrates comprehensive, practical guidance on both job search and career management Provides an extensive online "Job Search Survival Toolkit" to augment the book Addresses the realities of this job market with real-world, actionable steps Positions this downturn in the economy as a positive opportunity to develop a much better career In *Get the Job You Want, Even When No One's Hiring*, career expert Ford R. Myers maps the new world of job search and reveals essential strategies for your success. You'll learn how to seize opportunities that aren't posted yet ... how to make yourself an instant asset to potential employers ... how to clearly stand-out as the best candidate ... and how to leverage social media, blogs, and other Web tools. Best of all, you'll learn how to "recession-proof" your career for the long term. Can YOU Get the Job You Want, Even When No One's Hiring? With this powerful new book – YES, you can!

In a world focused on high tech networking, Darrell Gurney reveals how old-fashioned yet innovative high touch wins hearts, minds, and opportunities for the savvy job seeker or career expansionist. Drawing on basic principles of human psychology, Gurney shows readers how to open doors to influential players in their fields of interest to gain top-of-mind awareness and top-drawer connectedness. Through 10 simple and easy-to-follow principles, Gurney teaches readers how to create powerful relationships with anyone, anywhere, for lifetime career management. You'll learn how to: Devise compelling ways to meet influential people Determine whom to talk to and where to go for connections Use the power of ego to gain another's favor Stay awake to opportunities at all times

From the creator of the popular website *Ask a Manager* and New York's work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice! There's a reason Alison Green has been called "the Dear Abby of the work world." Ten years as a workplace-advice columnist have taught her that people avoid awkward conversations in the office because they simply don't know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You'll learn what to say when • coworkers push their work on you—then take credit for it • you accidentally trash-talk someone in an email then hit "reply all" • you're being micromanaged—or not being managed at all • you catch a colleague in a lie • your boss

seems unhappy with your work • your cubemate's loud speakerphone is making you homicidal • you got drunk at the holiday party Praise for Ask a Manager "A must-read for anyone who works . . . [Alison Green's] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no matter where you work."—Booklist (starred review) "The author's friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers' lives. Ideal for anyone new to the job market or new to management, or anyone hoping to improve their work experience."—Library Journal (starred review) "I am a huge fan of Alison Green's Ask a Manager column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace, confidence, and a sense of humor."—Robert Sutton, Stanford professor and author of The No Asshole Rule and The Asshole Survival Guide "Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way."—Erin Lowry, author of Broke Millennial: Stop Scraping By and Get Your Financial Life Together

Set in Canada and the battlefields of France and Belgium, *Three-Day Road* is a mesmerizing novel told through the eyes of Niska—a Canadian Oji-Cree woman living off the land who is the last of a line of healers and diviners—and her nephew Xavier. At the urging of his friend Elijah, a Cree boy raised in reserve schools, Xavier joins the war effort. Shipped off to Europe when they are nineteen, the boys are marginalized from the Canadian soldiers not only by their native appearance but also by the fine marksmanship that years of hunting in the bush has taught them. Both become snipers renowned for their uncanny accuracy. But while Xavier struggles to understand the purpose of the war and to come to terms with his conscience for the many lives he has ended, Elijah becomes obsessed with killing, taking great risks to become the most accomplished sniper in the army. Eventually the harrowing and bloody truth of war takes its toll on the two friends in different, profound ways. Intertwined with this account is the story of Niska, who herself has borne witness to a lifetime of death—the death of her people. In part inspired by the legend of Francis Pegahmagabow, the great Indian sniper of World War I, *Three-Day Road* is an impeccably researched and beautifully written story that offers a searing reminder about the cost of war.

THE NCG FACTOR Networking is the beginning. Connecting is the journey. Giving is the goal. When networking, connecting, and giving collide you create the NCG Factor, an explosive formula for fast-tracking anybody to authentic, powerful, life-changing personal and business relationships. With practical, real-world examples from successful "NCG Masters," the NCG Factor is a guidebook for life. It includes many special sections that offer invaluable wisdom for those in college, career transition, and entering retirement. All show that we can find greater success and rewrite our legacy through the lives we impact with the NCG Factor.

The Proven Program Used by 600,000 Job Hunters! You put hours and hours of hard work into your job search and the companies you've contacted never call. It's a story all too common in the fast-paced, highly competitive world of job hunting. Nothing is more discouraging than sending one resumé after another into the job-hunting void. Eventually, you expect silence from the other end. *The Unwritten Rules of the Highly Effective Job Search* was written so this never happens to you again. These

techniques, developed by author Orville Pierson, have been used successfully for ten years by Lee Hecht Harrison (LHH), the world's premier career services company. Here, Pierson provides you with the job-search techniques that up to now have been limited to the LHH consultants he trains. Orville Pierson has helped thousands of job hunters during his career, taking note of the characteristics that have led to success as well as failure. In *The Unwritten Rules of the Highly Effective Job Search*, he supplies key information on how professional job search consultants structure the job search project so you can apply the same winning strategies to your own search. You'll also be privy to inside information on how decision makers operate, enabling you to get the inside track on job openings before they are announced. This insider's guide covers every phase of the job search, leading you step by step through the process of creating a clear-cut plan-essential to every job search. Using the Pierson Method, you'll learn how to Develop a Target List (the key ingredient to every job search) Measure your progress Create a "core message" about yourself that decision makers won't forget Present yourself in the best possible light to prospective employers Using these strategies, Orville Pierson and LHH have helped 600,000 people land great new jobs. Employ the Pierson Method in your hunt for employment and you'll soon be doing what you love in the company that's right for you.

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