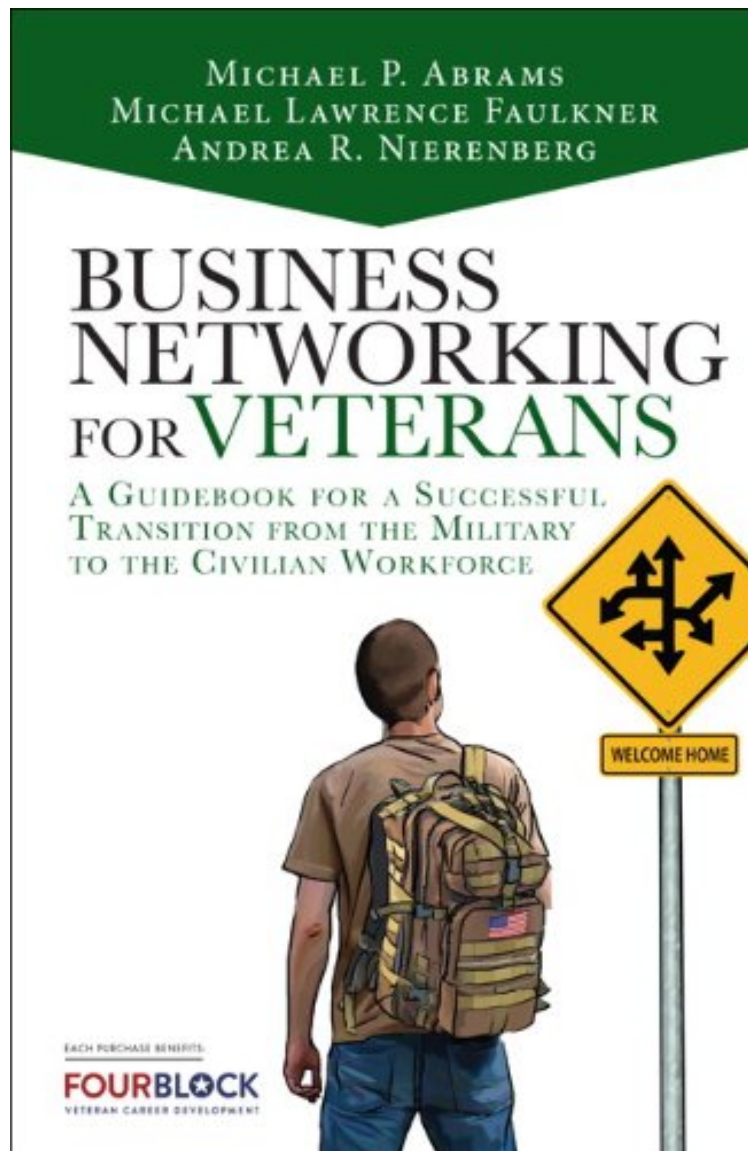


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## Business Networking for Veterans: A Guidebook for a Successful Military Transition into the Civilian Workforce (2nd Edition)

Mike Abrams, Michael Lawrence Faulkner, Andrea Nierenberg  
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Your military skills and experience will be invaluable to you in civilian life. But your successful transition won't just happen. You need a network of people who can help you decide where you want to go[md]and then help you get there. Dont know how to build that network? No problem: Business Networking for Veterans will help you. Not comfortable drawing attention to yourself? Don't worry: networking is about service, not showing off. And service is something you've already mastered.Authored by two former U.S. Marines and a world-renowned business consultant, Business Networking for Veterans will teach you everything you need to know to succeed. From start to finish, it focuses on the unique challenges you face as a transitioning veteran[md]and the unique skills and resources you bring to the table.You've already proven yourself as a leader in service to your country. This book will help you do it as a civilian, too. Why networking is even more important for transitioning veterans Employers won't just hire you, because they may not understand you How to network well even if you're not comfortable doing it Not a natural talker? Use your powerful listening skills How to use online social networks to support your in-person networking Magnify your impact with LinkedIn, Facebook, and other online services Where to start todayA complete plan that starts with the network you already have

From the Back CoverNetworking How to Build the Connections You Need to Succeed in Civilian Life Nobody walks alone on a combat patrol. You go with your squad. You have each others' back. Together, you're strong. If you're transitioning to civilian life, you need a new squad. Nobody will create it for you. You must do it yourself. It's called networking. 80% of America's job openings are never posted or advertised. There's only one way to get those jobs. It's called networking. Employers don't always understand the value of your experience. You need contacts to get you in the door. It's called networking. It's hard to choose the right career path. You need advice from people who've been there. It's called networking. This book will teach you how to network. Authored by two Marine Corps combat veterans and a world-class business consultant, it covers all you need to know to build and grow your network. You can do this[md]and it's the #1 key to your successful transition! Get started, and rapidly build your confidence Learn specific strategies for becoming a successful networker Demonstrate the true value of your military experience and skills Target the right people Network successfully even if you're uncomfortable, quiet, or an introvert Build on the networks you already have Make the most of Facebook, LinkedIn, and more Start helping others And much more About the Author Michael P.Abrams joined the Marine Corps following the September 11 attacks, serving on active duty for eight years and deploying to eastern Afghanistan with an infantry company as the artillery forward observer. After leaving active duty, Michael attended New York University's Stern School of Business, graduating with an M.B.A. in Finance and Entrepreneurship Innovation. Michael founded a nonprofit that provides military-to-corporate leadership education to transitioning veterans and connects them with internship opportunities and entry-level positions at Fortune 500 companies ([www.fourblock.org](http://www.fourblock.org)). He is also an adjunct professor at Fordham University. Dr. Michael Lawrence Faulkner is a U.S. Marine Corps Vietnam veteran who served from 1964[nd]1970 and rose to the rank of Staff Sergeant. He spent 30 years in a variety of leadership and management (coaching) positions with Dun Bradstreet, the Direct Marketing Association (DMA), and entrepreneurial start-ups. He also helped run the family business before moving into the academic world. Today Michael is a professor at the Keller Graduate School of Management at DeVry University. He is a member of Mensa, a former two-time national champion of Athletic Dueling, and an International Rotary Fellowship award winner. He has been published in peer review journals, dozens of magazines, newsletters, websites, and blogs, and he has written half a dozen white papers, including one that was circulated to all elected members of Congress and the major media outlets. He has written or coauthored nine books and two one-act plays, which were both performed in regional theaters. Andrea R. Nierenberg, best-selling author, speaker, and world-renowned business authority, is the force behind The Nierenberg Consulting Group. Called a networking success story by The Wall Street Journal, Andrea founded The Nierenberg Consulting Group in 1993. With a stellar 29 years as a leader in sales and marketing, Andrea is an in-demand business expert both at home and

abroad. Her company partners with an array of the worlds leading financial and media industry businesses.