



The Skinny On Networking: Maximizing the Power of Numbers, Jim Randel, Rand Media Company, 2010, 0984441816, 9780984441815, 245 pages. .

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Harper's Rules A Recruiter's Guide to Finding a Dream Job and the Right Relationship, Danny Cahill, Apr 1, 2011, Business & Economics, 156 pages. Offers an allegorical tale featuring Casey Matthews, a successful executive, and know-it-all headhunter Harper Scott and Harper's efforts to aid Casey in finding happiness and ....

The Skinny on Bullying The Legend of Gretchen, Michael Cassidy, Mike Cassidy, Dec 14, 2010, , 214 pages. Uses fictional characters in a graphic novel format to teach young readers about the different types of bullying and the best methods that can be used to avoid and overcome ....

Do It Or Age Quickly 60-Second Practices to Live Better, Stronger, and Longer, J. B. Berns, Dec 9, 2010, , 214 pages. Finding the time to improve your own health & well being can be a challenge in this day & age where balancing work, family, & obligations is often a juggling act. Now with ....

The Practicing Mind Bringing Discipline and Focus Into Your Life, Mountain Sage Publishing, Thomas M. Sterner, Jan 1, 2006, , 100 pages. .

Just Kidding , Trudy Ludwig, 2006, Juvenile Fiction, 32 pages. With help from his father, older brother, and teacher, D.J. learns how to handle a classmate who claims that his mean-spirited "teasing" is just a joke, in a title that looks ....

An Embedded High-performance Network Measurement Architecture , Ramaswamy Ramaswamy, 2006, , 184 pages. Measurement has always been an integral part of network operation. However, the current trend of increasing functionality being performed inside the network has complicated the ....

The Skinny on Direct Sales Your First 100 Days, Jim Randel, Nov 2, 2009, Business & Economics, 108 pages. The Skinny on Direct Sales is an invaluable resource for direct sales professionals either embarking on their direct sales career or those who have entered this exciting world ....

Are You Ready For Success? , Ph D Ida Greene, May 1, 2004, , 140 pages. The author presents a guide for determining what kind of success the reader wants--personal, financial, spiritual, or social--and an action plan for committing to staying on ....

The Essence of Success , Earl Nightingale, Jun 4, 2007, , 168 pages. .

The Skinny on the Housing Crisis What Every Homeowner and Homebuyer Needs to Know, Jim Randel, 2009, Business & Economics, 176 pages. The Skinny on the Housing Crisis is an in-depth look into how America dragged itself into the worst housing and credit crisis since The Great

Depression. The story is told ....

Doing Well in College A Concise Guide to Reading, Writing, and Study Skills, John Langan, Judith Nadell, 1980, , 200 pages. .

Twenty-four hours to your next job, raise, or promotion , Robin Ryan, 1997, Business & Economics, 215 pages. Offers advice on highlighting one's best skills, evaluating job goals, and developing a sixty-second personal statement that directs the employer to one's top skills.

Getting Out from Under Redefining Your Priorities in an Overwhelming World, Stephanie Winston, Mar 17, 2000, Business & Economics, 192 pages. From the best-selling author of Getting Organized, an enlightening yet practical program for restructuring your life to meet the conflicting demands on your time..

Preparing for Success in Corporate America College Guide , La Shawn Samuel, Jul 10, 2006, Business & Economics, . .

The Skinny on Real Estate Investing An Introduction to the Subject, Jim Randel, 2009, Business & Economics, 100 pages. Some pages have two numbered panels per page..

Tuesdays with Morrie An Old Man, a Young Man, and Life's Greatest Lesson, , 2002, Biography & Autobiography, 192 pages. A sportswriter conveys the wisdom of his late mentor, college professor Morrie Schwartz, recounting their weekly conversations as Schwartz lay dying. Reprint. 500,000 first ....

Stop Postponing the Rest of Your Life , Paul Stevens, Feb 1, 1993, Business & Economics, 151 pages. Offers advice on achieving career satisfaction through self-evaluation, tells how to analyze the results, and discusses opportunities, decision making, transitions, and ....

You've probably heard the expression "It's not what you know, it's who you know." Well, there's a lot of truth to it. Of course you always need to work hard at your endeavor of choice ("what you know"). Your value in the business world depends on what you can do for people. Therefore, you must have a skill, information or expertise that others will consume that people will pay for. BUT, having that skill, information or expertise is often not enough to maximize your potential. You need people a network to help you distribute your skills. You need people to help you find a job, a loan, customers, or the right partner. The Skinny on Networking: Maximizing the Power of Numbers is about creating and maintaining your network. Illustrated, narrative and easily read in about one hour, this book condenses the thinking of experts, authors and celebrities alike and presents them in an entertaining and engaging format. In The Skinny on Networking you will learn how to: maximize your reach on the internet; get to the people you need; create networking gravity; employ the principle of weak ties; think like a boomerang; expand your social capital; build a reciprocity field; utilize connectors; move beyond your comfort zone; cold call; leverage initial meeting.

"It's my angry belief that most self-help and education book writers get paid by the word. Three and four hundred page books that could have been done better in 50 pages. Not so with "The Skinny On" series. These books kick rears and take names. Using entertaining writing, stick figure drawings and a comic book style layout, they use simple stories to quickly convey valuable information. Highly recommended. Author Jim Randel has created one of the best, most interesting series I've seen in a very long time." --Mercury News. The Silicon Valley Newspaper

Jim Randel, a graduate of the Columbia University College and Law School, has made his living as a real estate lawyer, developer, and entrepreneur. Randel has been a guest speaker at Harvard and NYU Business Schools, annual conventions for national organizations, and investor sessions in many large cities in the United States. Recent engagements include ABC, CBS, Fox, Fox Business and BetterTV.com. Throughout his career, Jim's passion has been to teach and write. His first book, The Real Estate Game (CCH), was published in 1986 and received national recognition from

investors and critics. From 1988 to 1990 he was a daily commentator on the Financial News Network (now CNBC). In 2006 he wrote *Confessions of a Real Estate Entrepreneur* (McGraw-Hill) which reached #1 in several Amazon categories.

Background: This is maybe the fifth or sixth "Skinny On" book that I've read. The author's use of storyboard panels and stick figures helps to quickly and effectively communicate his message, this time, on social networking. Note that this is a TERRIFIC book for older students and young adults, who can gain so much from the life lessons explained in "The Skinny On" series of books.

- I don't ascribe to the idea of doing good things to achieve "good karma" because I'm a Christian, and so I don't believe in "karma". I understand that others believe differently (fine), but I'm not motivated to do good things because of the existence of "karma" in the world. Perhaps the author could have expanded this part to include other, religious-oriented motivations for doing what we innately know to be the right way to treat another person.

This is the first book in "the skinny on" series that I have read. Fortunately, it was a quick read that I knocked out in one sitting. The subject of networking is a frequent topic of discussion in business circles so there are bound to be plenty of folks looking for help here. I thought the story was a little "sappy" and took a long time to develop. The good news was that there were some solid tips in the form of two "Top 10" lists that were summarized near the end. These provided the greatest value in reading the book and were worth building up to. This is one that every business leader could pass to the sales team or those that represent the business at networking functions.

I've really started to enjoy "The Skinny On" series. They are quick and easy to read, but contain a lot of useful information. Excellent books if you want a primer on a topic, or a quick review of a topic you are already familiar with. They are well researched and share the information in a different and somewhat humorous manner. "The Skinny On Networking: Maximizing the Power of Numbers" by Jim Randel is a great little guide on the basics of creating and maintaining a network of people that you help and in return receive help from them. It is definitely worth the hour or so it takes to read.

The book is told in frames, with two frames per page. The frames go along telling a story about Jim Randel and how he helps a young couple, Beth and Billy, become better at networking to enable them to further their successes. The "lessons" are shared by Jim to this young couple with humor added here and there. The story board portion is illustrated with stick figures, and if you are thinking, "What?" you can rest assured, that it actually works very well with this series of books. Other frames do not have pictures and contain quotes from popular books on the subject, rules, points the author wants to make, and so on. In the end, it concludes with a list of Randel's top ten points about networking.

If you have read other books on networking, you probably won't find anything new here. However, it will be a great reminder of some of the most important things to remember about networking. If you have not read any other texts on the topic, this is a great place to start. Randel explains why networking is important and provides tips and strategies for you to practice as you grow the number of relationships you have, as well as how you help each other. I really liked that he stressed that it is about helping others, not just seeing what others can do for you. I also liked the story about how Randel received \$750,000 for about an hour of time helping someone else. If that doesn't illustrate how positive rewards can come back from helping others, what does?

Another valuable thing about the book is the references and resources listed. One could find and read the books that are quoted throughout the text, as well as those listed at the end of the book and continue their education with this topic. That's why I said this is a great place to start for the person who has not read anything in this area but want to learn. I also think it is a great book for the person who wants the basics and does not have much time to read and study. If a person would read this book, and actually apply the lessons it contains, they would become better at networking and most likely reap rewards from it. Sure, there is much more to learn and practice, but again, this is a great start. Or, a great review. I recommend this book to anyone who wants to get ahead with the power of helping others and being helped by them.

This is the first of "the skinny on" series of books I have read. This book is humorous with the stick figure cartoons, it is easy to read and understand and it is a quick read. If you are new to networking, this is a great book to help you understand how it all works, and how who you know can help you now and later. Very good for young adults or people just learning about networking. The author talks about networking online as well as off, moving out of your comfort zone, cold calling and much more.

This is a great part of the continuing "The Skinny on" series. Like all books in this series it is a quick, informative read that walks you through networking for a job using a real life situation with advice collected from successful people spread throughout. The stories make the content of the book memorable which helps increase retention of its contents. For someone looking for a new job, or to better connect with people in life, this is a great read. Randel has a keen ability to not just dispense knowledge gained by researchers and famous people but to communicate that knowledge through illustrating the practical application of those points. Lastly, the author provides a good summary of his advice at the end of the book along with a short bibliography of the best works on the topic.

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**QUICK SUMMARY:** Like all the other "Skinny On" books, this little book with stick figures teaches the essentials behind social networking. Spend an hour and get some inspiration for building your network (even if you dread doing so). Recommended!  
**Background:** This is maybe the fifth or sixth "Skinny On" book that I've read. The author's use of storyboard panels and stick figures helps to quickly and effectively communicate his message, this time, on social networking. Note that this is a TERRIFIC book for older students and young adults, who can gain so much from the life lessons explained in "The Skinny On" series of books.  
**WHAT I LIKED:-** As always, the whole book can be read in about an hour's time.- The book describes WHY it's important to create a social network, as well as HOW to do so.- There is practical advice throughout, such as using specific, business-oriented, social networking sites.- The author neatly summarizes his 10 key points at the book's end.- There is a great bibliography for doing further, more in-depth reading afterwards.- This book compliments the message on "reciprocity" mentioned in The Skinny on the Art of Persuasion: How to Move Minds.- The book also continues to advocate for respecting and helping others, not for calculated reasons, but because it's just decent human behavior.- The author gives suggestions to those who (like me) often dislikes networking with others.- It gives plain, simple advice that can be often overlooked.- My teenaged son enjoys reading these business books!  
**WHAT COULD BE BETTER:-** I don't ascribe to the idea of doing good things to achieve "good karma" because I'm a Christian, and so I don't believe in "karma". I understand that others believe differently (fine), but I'm not motivated to do good things because of the existence of "karma" in the world. Perhaps the author could have expanded this part to include other, religious-oriented motivations for doing what we innately know to be the right way to treat another person.  
**Conclusion:** Another great "Skinny On" book! As I mentioned at the top, this is a great book especially for young adults and students -- a great gift idea. I thank the publisher for providing me this complimentary copy to read and review. Recommended! Read more &rsaquo;

I've really started to enjoy "The Skinny On" series. They are quick and easy to read, but contain a lot of useful information. Excellent books if you want a primer on a topic, or a quick review of a topic you are already familiar with. They are well researched and share the information in a different and somewhat humorous manner. "The Skinny On Networking: Maximizing the Power of Numbers" by Jim Randel is a great little guide on the basics of creating and maintaining a network of people that you help and in return receive help from them. It is definitely worth the hour or so it takes to read. The book is told in frames, with two frames per page. The frames go along telling a story about

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