



Networking For Veterans: A Guidebook for a Successful Military Transition into the Civilian Workforce

Michael L Faulkner, Andrea Nierenberg, Michael Abrams

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Today's returning veterans are leaving active-service with vast leadership experiences and valuable technical skills. Yet does this mean they have the kind of networking skills necessary to succeed in today's competitive business environment? Not necessarily, according to authors Michael Abrams, Michael Faulkner and Andrea Nierenberg. "Networking" is a term that many veterans don't fully understand or practice, and as a result, they fail to take advantage of the many opportunities that are available to them during their military transition. Networking for Veterans teaches transitioning service-members how to properly network and build relationships with the people in their community who are most willing and able to help them launch new careers of their choosing.

Topics covered include overcoming the challenges of making a military transition, properly applying military skills and experiences to business situations, building a network of contacts, overcoming the fear of communicating, interpersonal relationship building, and more. It is a fundamental "how to" that all veterans can apply to their transition to the business world.

How does the book compare to other books in the field?

This is the first military transition book written by an Iraq or Afghanistan veteran. There are also no other books that specialize in networking specifically for returning veterans.

What is the basic approach/philosophy behind the book?

Networking is the one of the most fundamental skills necessary for success in life and business and a powerful tool for returning veterans to figure out the best next step in their life and career...and then help them get there.

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