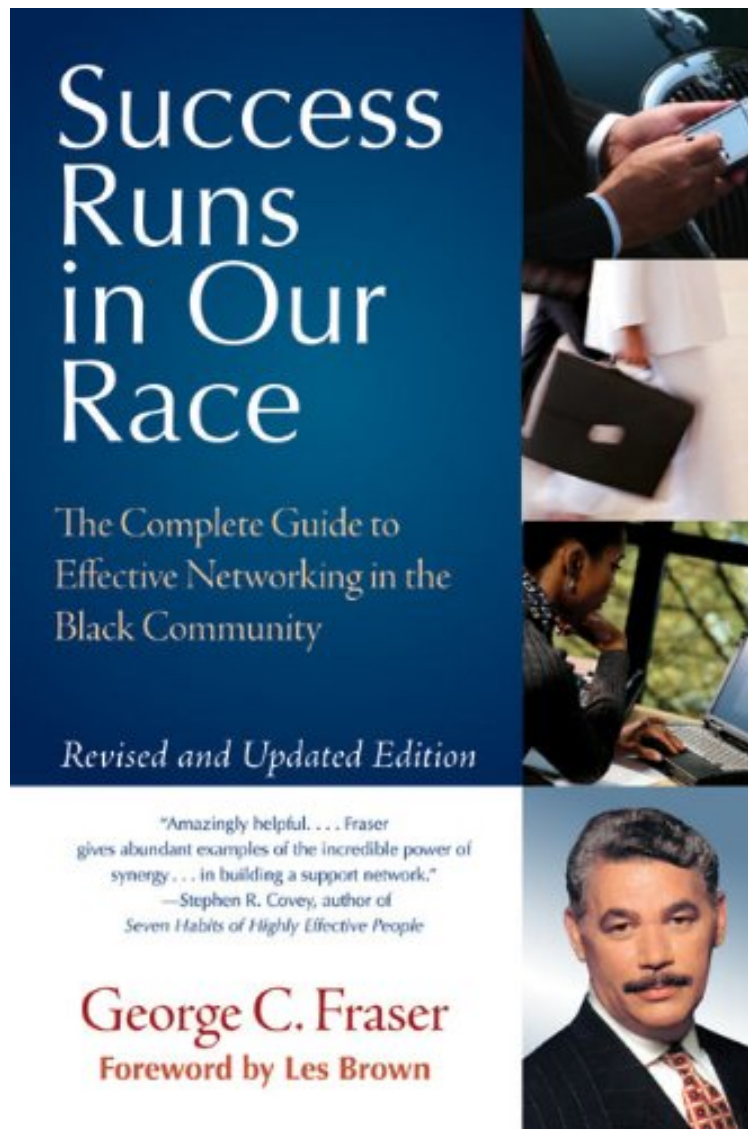


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Success Runs in Our Race: The Complete Guide to Effective Networking in the Black Community

George C. Fraser

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George C. Fraser : Success Runs in Our Race: The Complete Guide to Effective Networking in the Black Community before purchasing it in order to gage whether or not it would be worth my time, and all praised Success Runs in Our Race: The Complete Guide to Effective Networking in the Black Community:

2 of 2 people found the following review helpful. A must read for every Brown and Black skinned personBy AIA very insightful book. I have read several books that deal with self motivation and empowerment, but this is the first book

that I have read on networking in the African American communities. The principals will never change, but I wish Dr. Fraser had a new version with current statistics.0 of 0 people found the following review helpful. Very insightful. Wish I had it 10 years ago ...By Daniel M Norman SrVery insightful. Wish I had it 10 years ago! I am going to use it with the time I have let in my life.1 of 1 people found the following review helpful. Daughter had attended a seminar he was in and she ...By Bessie DurrDaughter had attended a seminar he was in and she was so excited about him that I brought the book for her for Christmas. She was surprised and loves it.

A completely updated and revised edition of a bestselling book that has helped tens of thousands of people learn how to network effectively, *Success Runs in Our Race* is more important than ever in this fluctuating economy. With scores of anecdotes taken from interviews with successful African Americans -- from Keith Clinkscales, founder and former CEO of Vanguard Media, to Oprah Winfrey -- Fraser shows how to network for information, for influence, and for resources. Readers will learn, among other things, how to cultivate valuable listening skills, which conferences blacks are most likely to attend when looking to build their business network, and how to effectively circulate a reacute;sumeacute;. More than a guide for personal achievement, this is an information-packed bible of networking that also seeks to inspire a social movement and a rebirth of the "Underground Railroad," in which successful African Americans share the lessons of self-determination and empowerment with those still struggling to scale the ladder of success.