

# Success Runs in Our Race

The Complete Guide to  
Effective Networking in the  
Black Community

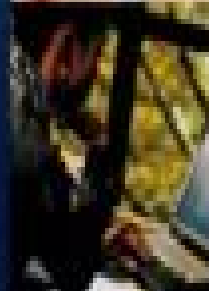
*Revised and Updated Edition*

"Amazingly helpful... Fraser  
gives abundant examples of the invaluable power of  
networking... in building a support network."

—Richard D. Evans, author of  
*Seven Habits of Highly Effective People*

**George C. Fraser**

*Foreword by Les Brown*



A U D I O B O O K

# Success Runs In Our Race

**Ying-Ying Zheng**



## **Success Runs In Our Race:**

*Success Runs in Our Race* George C. Fraser, 2004-05-25 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 résumé 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 **Success**

**Runs in Our Race** George C. Fraser, 1994-07-22 Each one must reach one and teach one says George Fraser We've got to connect and work together because we have no choice We can't expect others to do for us that which we will not do for ourselves A moment in the twenty first century to more effectively network and leverage our collective resources and intellectual capital will parallel the importance of the civil rights movement of the twentieth century African Americans must start now We must get together to get ahead With scores of anecdotes taken from interviews with successful African Americans Fraser shows how to network for information for influence and for resources not just for individual attainment but also for the benefit of the entire African American community A call for the revival of Afrocentric communal spirit among the millions of African Americans seeking personal and professional success *Success Runs in Our Race* is an inspirational information packed bible of networking It features new sights into how Kwanzaa tribalism the new Urban Village and Rites of Passage will help increase your effectiveness in the community More than a guide for personal achievement *Success Runs in Our Race* seeks also 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

*Winning the Race* Nancy G. Brinker, Chriss Anne Winston, 2001 This is the moving story of Nancy Brinker and her journey to create a world without breast cancer It chronicles the sad and painful loss of Suzy her sister and the evolution of the Komen Foundation from a handful of volunteers in Nancy Brinker's living room to a multi million dollar international foundation But this book is so much more It is a comforting friend for every woman who has been diagnosed with breast cancer or who fears she might be it is a survival guide filled with the latest breast cancer prevention detection and treatment information in an easy to read style packed with Nancy's own take charge of your life insights culled from more than two decades of patient advocacy *Prayer and practice, 61 sermons on the collects* Harry John Wilmot- Buxton, 1894 **A**

**Philosopher's Victory Through Christ** William Hazer Wrighton, 1938 *The Artizans' Guide and Everybody's Assistant*

Richard Moore,1873      **The Student's Manual of Modern History. Containing the Rise and Progress of the  
Principal European Nations, Their Political History, and the Changes in Their Social Condition; with a History of  
the Colonies Founded by Europeans** William Cooke Taylor,1880      The Truth Seeker ,1930      **Transactions** ,1895  
*The works of Henry Wadsworth Longfellow* Henry Wadsworth Longfellow,1891      *The Works ...* Charles Sumner,1874  
**Famous Horses of America** ,1877      **THE SANITARY RECORD A MONTHLY JOURNAL OF PUBLIC HEALTH  
AND THE PROGRESS OF SANITARY SCIENCE** ERNEST HART,1882      *The Australasian Pastoralists' Review* ,1900  
**The Prose Works of Ralph Waldo Emerson** Ralph Waldo Emerson,1878      **Truth** Henry Du Pré Labouchere,1879  
**The Complete Works of James Russell Lowell** Lowell,1897      **House documents** ,1896      *The Complete Works*  
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