

Reader Rating out of 5 stars. 106 ratings.

"How to cut your time searching for a job in half"

"Our proven job search process has helped hundreds shorten their search time. We will show you how to put this process to work for you."

If you'd like to ramp up your job search, get referrals that lead to a job and develop a roadmap to your next job, then this might be the most important web page you'll ever read.

Here's why:

As retained executive recruiters for more than 25 years we bring a unique perspective that no other career coach or outplacement firm can bring.

Retained recruiters hear the good, the bad and the ugly that happens in every job search. We reveal these traps and provide you a roadmap to avoid them.

Now, I know you're probably skeptical. That's normal and healthy. Let me give you three good reasons we can back up what we claim:

Three Reasons To Believe What We Say

Reason one: We have been involved in over 1,500 executive searches in the last 25 years and conducted over 10,000 interviews.

Reason two: Our first book "You're NOT The Person I Hired" has sold over 8,000 copies. This book is the hiring bible for many CEOs, Key Executives and HR Professionals.

Reason three: We are nationally recognized speakers on the topic of "best hiring practices." We speak over 70 times a year to CEOs and Key Executives on how to improve their hiring process and job search. In addition, we have coached, trained and assisted thousands of CEOs and Key Executives with critical hires and in-transition coaching.

Brian Morrow, CEO, San Antonio, Texas



“This cover letter technique has quadrupled my rate of first responses from recruiters for Interne

“Recruiters have thanked me for using this technique, including a recruiter who recently respon

Here is a summary of the benefits you receive:

1) 5 step easy process to follow.

- By following these simple steps, you will dramatically reduce your time searching. Many have cut this time in half.

2) Get recruiters to call you back.

- We will show you how to get 80% of the recruiters you call to return your call.

3) Find the hidden job market.

- You can reduce your time in-transition by months if you get to the hidden job market. This translates into tens of thousands dollars in your pocket.

4) Learn how to get the right referrals from your contacts.

- The quickest hires come from referrals. We have helped hundreds of candidates more than double their referrals.

5) Learn the special preparation required for a phone interview.

- We share the three issues that can be measured during a phone interview. By preparing for these three critical issues we have seen candidates phone interviewing success more than double. We define success as getting asked to come in for a face-to-face interview.

6) Leveraging the internet is a best practice for getting found by recruiters and hiring managers.

- Very few candidates know how to maximize the internet. You can have hundreds more recruiters and hiring managers find you by properly leveraging the internet, than through traditional networking methods. There are three pages dedicated to this topic.

7) Properly controlling the interview will ensure you get your message out.

- You will more than double the number of times you get asked back for the second interview by learning how to properly control the interview so you get your message out.

8) If you have high turnover this is a must book for you.

- Accepting the right job is the key to reducing high turnover. This book was written specifically for you. How many times have you thought of the title of this book after accepting a new position? This is a roadmap to the right job, for the long-term

9) Get your resume noticed by recruiters and hiring managers

- Don't let your resume end up with the other 300 resumes that came in from a job posting. Your resume will stand out, move to the "A" pile. You will immediately notice the increase in calls.

Now, you're probably wondering how and why this workbook can do all those things.

Barry Wallace, North Richland Hills, Texas.



"I got the 5 interviews using this method so I would say it was very helpful."

Let me explain.

This is not a job search book you sit down read and then 48 hours later you have forgotten most of it.

This book will put you to work. Many say it is the hardest job they have ever had.

This is a job search workbook. It has exercises, templates, graphs, examples, what to do and what not to do and much more for you to do to energize your search.

Every step of a job search is covered from your personal success profile, networking, resumes,

bio’s, interviewing, cover letters, thank you letters, employment contracts even what your 90 day plan should look like so you succeed.

We have gone to extremes to make this comprehensive and at the same time stop you from just spinning your wheels and doing worthless activities. Instead this workbook will put you to work on your search starting from the first day you open it until you find a new job.

This is a book written for the executive in search. It deals with the unique issues an executive encounters and provides a complete and thorough set of solutions and resources.

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Tom Willie, Highlands Ranch, Colorado



"I had a phone interview scheduled the day after I received your email on the interview process.

Don't take my word for it. Listen to what our customers say.

Testimonial - Accelerate Your Search

For executives in transition, you can "Think of this as a job search workshop in a book. It's filled with insights on how the search process really works, what hiring organizations are looking for, and specific, practical steps to accelerate your search."

Christopher Kondo, Ph.D.

Marketing Faculty

Cal State Fullerton

Testimonial - I was burned out networking

"My search was going nowhere. I was burned out and going through the motions. This book put me back on the right track. I found a new position in less than two months."

Rob Mallory

Boston, MA

Testimonial - I learned how to market my unique skills

"Must read for executives in transition! For those new in their search, all of the basics are covered. For those more experienced in seeking their next position, this book goes beyond the basics and provides insight from the recruiter perspective. The authors are seasoned veterans in placing the right executive in the right position. You will learn how to market your unique skill set and work experience. Most valuable are the things you should ask before deciding if the position offered is the right position for you. Good read and great reference book for your marketing profile and interviewing checklist."

Richard P. Hooper, Ph.D.

Orange County, CA

Testimonial - I got the job

"I credit this book with getting to the final round and getting me the job. I was prepared to answer any questions, I knew how to control the interview and my resume was right on target."

Louise Maynard

Chicago, IL.

Testimonial - It about a long term career:

"You don’t need other books in your personal library on the subject. This is the one you need to show you how to get the job that will give you long-term career satisfaction."

Rick Lamprecht

Lake Forest, CA.

Warning: Do NOT buy any job search book unless it meets the following 3 criteria

There is a lot of confusion surrounding our field. I want to give you 3 criteria or elements you absolutely, positively must have in any solution you obtain:

1: Every job search process must be comprehensive. This is one of the few that covers the complete job search process from the beginning until you land and even after you land.

We have a section on what to do in your first 90 days. When you cement the relationship from the start it is hard to change that reputation.

2: This workbook is exclusively for executives. Other books take the one-size-fits all approach.

We know the executive faces a completely different set of issues. So we take them head-on and so should you.

3: This book is unique because of the authors. Any one can write a book. You want experts who have been there done that. Not someone who has been on the outside looking in. Your job search is too important.

Before you spend a dime on any job search materials make sure the person knows what the issues are and has experience solving them for executives.

You get at least 1000 times your money's worth!

Our book will save you tens of thousands of dollars.

Depending on your annual compensation, here is what it costs you every day you are out looking:

$100,000 = $274/day

$150,000 = $411/day

$200,000 = $548/day

$300,000 = $822/day

If you can reduce your time looking for a job my just 2 weeks, because of this book you have received a return higher than the mafia.

One month salary is over $10,000 for most executives.

In summary, here's what you get:

Over 125 pages

Personal Success Profile Template

Networking exercise.

When to use a bio and when to use a resume.

When to use a bio and when to use a resume.

Example of a bio that gets referrals.

Example of a resume that gets noticed and 4 that don't.

Example of a cover letter that increased call backs by 200%

Resumes do's and don'ts.

10 critical questions to ask during the interviewing process.

The real purpose of a Thank You letter and an example of on one that got the job.

What should be included in your next employment agreement.

How a phone interview differs from a face-to-face interview and the preparation for each.

Templates and exercises to turbo-charge your search.

How to leverage the internet to make you findable.

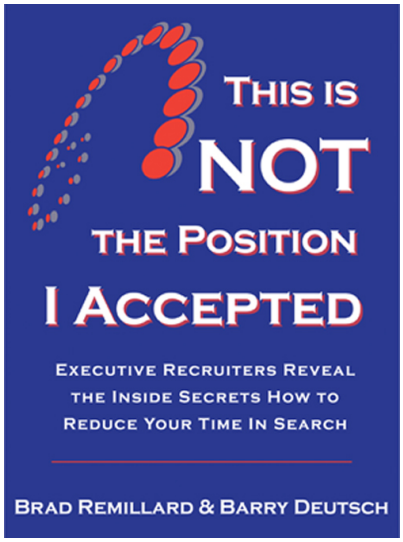
Tips for working with recruiters.

Example of a networking business cards.

Financial checklist you need to consider when entering transition.

Over 100 questions for you to ask on company values, leadership, company vision and department goals.

A list of over 25 questions you need to have prepare answers for.



Regular hard copy price $36.95 (Available Spring 2009)

The Ebook price $25.95.

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This book will make sure you don't.

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