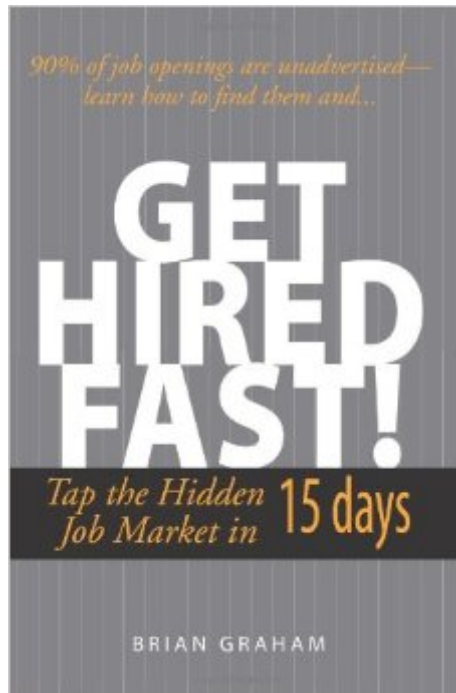


The book was found

Get Hired Fast! Tap The Hidden Job Market In 15 Days



Synopsis

The Job Search Technique Most Recommended by Top Career Counselors You lost your job six months ago. You've emailed 90 resumes. You've scoured the job boards and the help wanted ads. You've called recruiters, old bosses, former coworkers...but nothing. You're scared. You're beginning to think there are no jobs out there. But there ARE jobs. And you can get one of them--if you're willing to try the job search technique that most people are too timid to try. If you're one of 9 million Americans looking for a job, you don't want to go 12 to 24 months without a job offer (as many do). The trick is to tap into the hidden job market--where 90 percent of the jobs really are! Get Hired FAST! shows you how to use a direct-calling strategy that will generate at least three interviews in three weeks. It gives you a 15-day Action Plan, complete with charts, scripts, and other tools that will enable you to use the direct-calling technique like a professional. This no-holds-barred book also includes insider advice on how to ace the interview once your calling strategy pays off, negotiate the best offer, and keep the job once you get it. Get Hired FAST! shows you where and how to identify key contacts in target companies, how to uncover crucial data about target companies, how to script calls to hiring managers in advance--and handle any scenario, from voicemail to conversations with contacts' staffers.

Book Information

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Customer Reviews

This book very effectively walks through the process of researching companies, making contacts at those companies, preparing for interviews, and securing a position. It advocates an aggressive

process of identifying companies in the fields you want to work in, whether they have open positions or not. You then research these companies, looking for viable contacts. You call these contacts, looking for open positions that may or may not be advertised. The rationale is that "90%" of the filled positions aren't advertised and this gives you an advantage in finding a new job. At the same time, it says that while you should pursue the traditional job search methods (job boards, networking, etc), you shouldn't count on them. Graham likens these methods to "winning the lottery". Here is where the book is excellent. It gives great tips for organizing the job search, researching companies and contacts, and getting prepared for every stage in the interview process (phone interview, in-person interview, negotiation, and acceptance). It provides helpful forms for keeping track of the information. It provides great techniques for how to present yourself. The only issue I have with the book is that it's very clear that you **must** follow the whole procedure, including dismissing your network of friends and colleagues to call people who probably can't help you. (the book admits that it's a numbers game - 150 contacts called will lead to three interview that lead to a job offer) I don't fully agree with this approach. If you are well-qualified and/or have a strong network that you've maintained during your career, I don't think you'd need to call people that don't know who you are and have provided no reason to believe they have an open position.

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