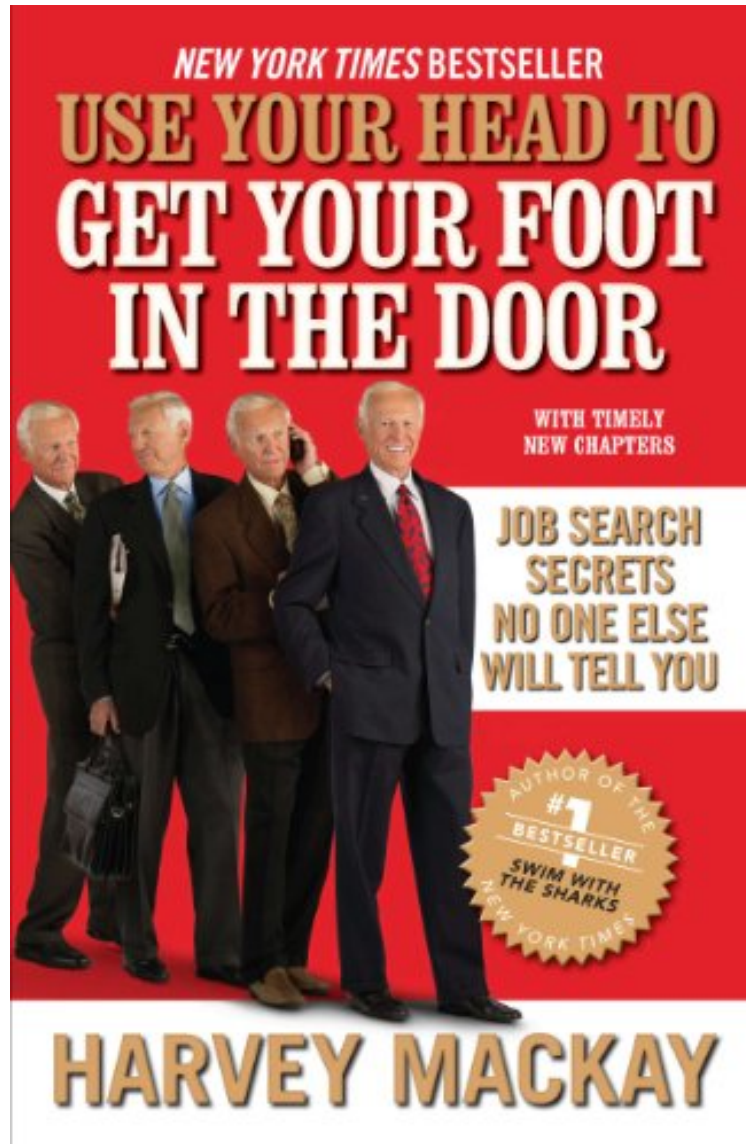


Use Your Head to Get Your Foot in the Door: Job Search Secrets No One Else Will Tell You

Harvey Mackay

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0 of 0 people found the following review helpful. We Need To Use Our Heads...By OmentorI must admit, it is my first Mackay book, so I was amazed with the light and easy to understand style with serious thoughts in the

background. Sarcasm in the right place and in the appropriate moment mixed with storytelling as well as professional teaching of the high-quality information results in a top learning adventure. It originally meant to target people seeking a job. However, this book is an eye-opener for everybody who has something to do with the world of labor. Not only do we learn every tiny piece of the big puzzle of job hunting very precisely in what to do, and what to avoid manner, but the important behind the scenes secrets become also clear. Mackay's advice is the same as that of many very successful people: do what you are good at and be the best. His recipe is simple: develop a mindset that allows you to analyze and interpret failure as a chance for doing it again but better. Perseverance, diligence, life-long learning as a part of the lifestyle, flexibility, readiness to change, good mental and physical health is obligatory features for getting in and stay there. We live undoubtedly in a new era of work where jobs get rare and insecure thus modern individual life strategies are needed. Mackay does everything he can to prepare his readers, and he is good at his job. One of the best side-effects of his work is the provocation he generates in us to think further. Questions he never asks are as important as the solutions he offers. Just to mention a few: How can you stay healthy, at least in the long term, in a world where 12 hours or more work is needed? What about the missing time with your family? How can you digest getting always the silver medal for the same performance if decisions about gold medals are made during dinner in elegant hotels? We need to use our head to get our foot in the door... 0 of 0 people found the following review helpful. Five Stars By Susan B. Roehl Gift- never heard 0 of 0 people found the following review helpful. Great graduate gift By roseann8628 I bought this for my son when he graduated law school. While he was brimming with legal knowledge, Harvey Mackay delivers practical, proven techniques and advice for searching, applying for and getting the job you want. So many business books give "pie in the sky" theories. You can put Harvey Mackay's advice to work immediately. And yes, I'm happy to report that my son found a great job. :)

New York Times, Wall Street Journal, and USA Today bestseller "You can have the finest moves in the talent contest, you can boast a trophy speed-dial list on your iPhone, you can possess the single-mindedness of Paul Revere and be as self-assured as Muhammad Ali . . . and you still won't nail the job unless you know how to mold and merchandise your personal pitch. If this is true when times are booming-and it is-you can only imagine how true it is in times like these." Harvey Mackay, Fortune magazine's "Mr. Make- Things-Happen," has written five New York Times bestsellers, including one of the most popular business books of all time-Swim with the Sharks Without Being Eaten Alive. Now he returns with the ultimate book on how to get, and keep, a job you truly love whether you're twenty-one, fifty-one, or seventy-one. The average person will have at least three career changes and ten different jobs by age thirty-eight. In this era of downsizing and outsourcing, you can never be sure your job will still exist in five years- or five weeks. So you'd better think of your career as a perpetual job search. That demands a passion for lifetime learning and the skills for relentless and effective networking. Mackay shows you how to be at your best when things are at their worst. His hard-hitting topics include: - beating rejection before it beats you - warning signals that you might be losing your job - acing interviews - negotiating the job you want not the job they offer - taking advantage of the way bosses make hiring decisions - blending the latest contact tools with old-fashioned face-to-face networking Uplifting, amusing, and jam-packed with proven tips, Use Your Head to Get Your Foot in the Door will guide you through the toughest job market in decades. It's also the definitive A-to-Z career resource for the rest of your life.

'Harvey Mackay hits the bulls-eye. An important book for important times in our lives. The Shark Man at his very best.' Larry King 'Harvey Mackay knows how important the mental game is. Use Your Head to Get Your Foot in the Door helps you form a good game plan, execute it, and win.' Shaquille O'Neal 'I always read Harvey Mackay's weekly column and this book should be on your must-read list too. This book is full of Mackay's job search "secrets" including how to identify your network of contacts who can make a difference in the outcome of your job search, how to apply marketing and PR techniques to your job search, how to prepare for an interview, and how to successfully manage your time when you're unemployed' About.com - Alison Doyle 'This collection of job search tips by Mackay follows the style of his previous bestsellers, complete with humorous examples and "quickie" one-page stories that illustrate his main points... The short chapters with descriptive titles make it easy to navigate, and Mackay offers tips - from changing your attitude to getting hired - both for those currently employed but wishing to position themselves better in their current companies and for those who are out of work. Highly recommended for job seekers and career changers at all experience levels' LIBRARY JOURNAL About the Author Harvey Mackay is the author of five New York Times bestsellers including Swim with the Sharks Without Being Eaten Aliv. His books have sold more than ten million copies worldwide. He is one of America's most popular and entertaining business speakers and is chairman of Mackay Mitchell Envelope Company, a \$100 million company he founded in his 20s.