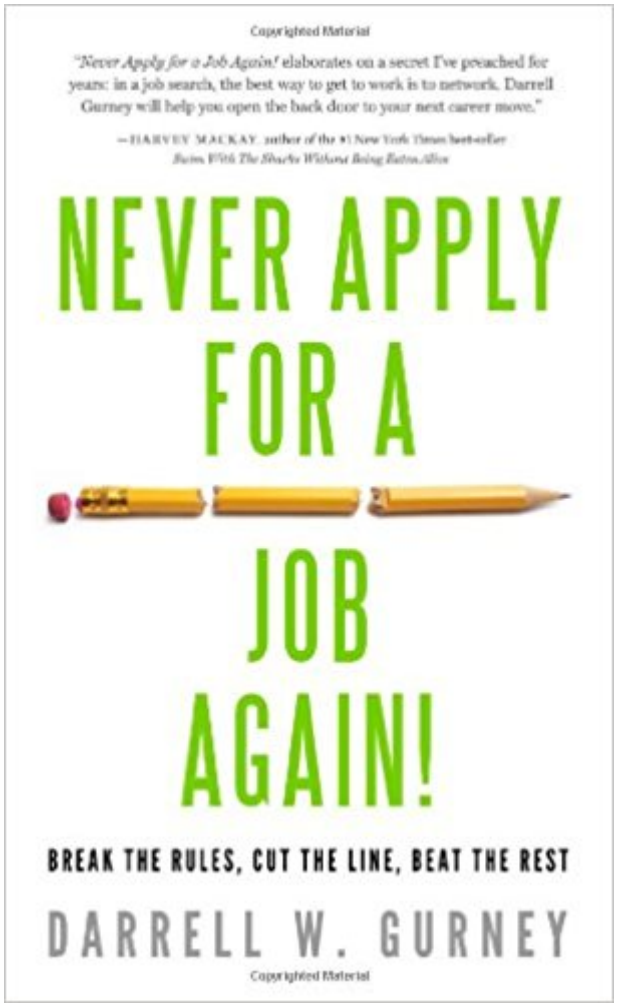
Ebook Directory
the best source of ebook

The book was found

Never Apply For A Job Again!: Break The Rules, Cut The Line, Beat The Rest



PDF
Adobe
DOWNLOAD EBOOK

Synopsis

"Never Apply For a Job Again! is what everyone needs to understand how the hidden job market works. Get it and use it before the secrets get out on WikiLeaks."--Penelope Trunk, the original Brazen Careerist, author, blogger, entrepreneur"This book is an essential read for insightful, witty, and bold truths about getting a job. I immediately adopted his fundamental philosophy: 'Meet and be known by others.' Anyone who implements these principles will be instantly shot out of the ballpark of competition and confidently on their way to a great job in this new economy."--Bridget Nielsen, new grad, social media consultant, and passion coach"Never Apply for a Job Again! elaborates on a secret I've preached for years: in a job search, the best way to get to work is to network. Darrell Gurney will help you open the back door to your next career move."--Harvey Mackay, author of the #1 New York Times best-seller Swim With the Sharks Without Being Eaten Alive"Never Apply for a Job Again! applies the basic truth of my own philosophy to your job search: relationships are the key.Ã Â Whether it's a job, a career change, or even an entrepreneurial venture, it's the people who make anything possible for you.Ã Â Anything!"--Keith Ferrazzi, coauthor of the bestselling Never Eat Alone"I've read stacks of books on networking over the years, but never one that shows in such simple terms not only how to go out and meet whomever you want, but how to climb into their good graces.There's a need for straight talk to help legions of professionals make new job connections--Darrell Gurney gets it and delivers the goods."--Joyce Lain Kennedy, syndicated columnist and author of Resumes for Dummies"Whether it's building wealth through a job or your own business, Darrell Gurney shares how to connect with people through whom that abundance will flow."--T. Harv Eker, author of the #1 New York Times best-seller Secrets of the Millionaire Mind"Never Apply for a Job Again! applies tribal dynamics to communicate and get known. Future corporate leaders must have the ability to put 'career tribes' in place and start building teams even before they're hired. This book shows you how."--Dave Logan, coauthor of the #1 New York Times best-seller Tribal LeadershipDrawing on basic principles of human psychology, Gurney shows readers how to open doors to influential players in their fields of interest to gain top-of-mind awareness and top-drawer connectedness.Through 10 simple and easy-to-follow principles, Gurney teaches readers how to create powerful relationships with anyone, anywhere, for lifetime career management. You'll learn how to:Devise compelling ways to meet influential peopleDetermine whom to talk to and where to go for connectionsUse the power of ego to gain another's favorStay awake to opportunities at all times

Book Information

Paperback: 224 pages
Publisher: Career Press; 1 edition (January 22, 2012)
Language: English
ISBN-10: 1601632029
ISBN-13: 978-1601632029
Product Dimensions: 5.3 x 0.4 x 8.2 inches
Shipping Weight: 8.8 ounces (View shipping rates and policies)
Average Customer Review: 4.2 out of 5 stars 25 customer reviews
Best Sellers Rank: #986,199 in Books (See Top 100 in Books) #33 inÃ Â Books > Business & Money > Job Hunting & Careers > Job Markets & Advice #1418 inÃ Â Books > Business & Money > Job Hunting & Careers > Job Hunting #101292 inÃ Â Books > Reference

Customer Reviews

Darrell W. Gurney is founder of CareerGuy.com and a 25-year career advisor. As a coach, speaker, and workshop leader, he helps people locate their passions and fulfill them whether through a job or their own business. Gurney has consulted for the world’s top outplacement consulting firms, and his first book, Headhunters Revealed! Career Secrets for Choosing and Using Professional Recruiters, was reviewed in Publishers Weekly and won the Clarion Award for Best Book from the Association for Women in Communications. He has been a guest editor for the industry’s professional journal, The Career Planning & Adult Development Journal. Gurney has been featured in the TheLadders.com, Wall Street Journal’s CareerJournal.com, BusinessWeek Online, MSN Careers, CareerBuilder.com, and on Wall Street Journal Radio. He lives and works in Los Angeles, California.

I got this book after I heard an interview with the author on a public radio program. I liked what he had to say. It really does make sense to network through building relationships and keeping lots of connections. You just never know what it could lead to. I appreciate how it was emphasized that you never want to approach anyone from a place of neediness but with a sense of contributing value. The way he explained how to approach new connections gave me some good ideas that I found helpful.

For job-seekers and those in career transition, Darrell Gurney has laid out the "back door approach" to building and maintaining your professional network that opens doors to the hidden job market. His

step-by-step guide, along with compelling success stories and clear examples, makes the process accessible to everyone.

This book did not live up to its high ratings. As a newly graduated person, I've been around the block a few times reading job-hunting books and post-grad self-help guides. This one turned out to be more of the same, and unfortunately had quite a bit of silly "magical thinking" type suggestions - e.g. 'the world wants you to have a job, and the universe will respond if you go searching'. Mostly it many tired suggestions to offer, things like, 'network with people you already know' and 'get your foot in the door, then ask for a job'.

Unrealistic. Post sales strategist. I like the title and wish I could have applied it to my work but was not applicable to my work.

In this book, Darrell Gurney lays out the principle of conducting a research on a subject matter of your interest in order to meet decision makers in the industry you want to work in ... and ultimately land a job.Some might have doubts about this process, but I have seen it in action with a friend of mine just a year ago. My friend really wanted to work for a winery and decided to put together a comprehensive study on the wine industry where he lives. Of course the internet provided him some valuable information, but to capture the real trends going on in this field, he interviewed all the local stakeholders (wine makers, trade association, wine brokers, bottlers, you name it). Of course, once done with the study, he sent the 20 page documents to all the people he had met. The results: he landed a job as General Manager for a winery. And he didn't even had met that winery for his study.The book not only sets out this research methods, but also goes further by giving immediately hands-on and applicable tips on connecting with people in the most surprising way. Because when you are in transition (like most of us were one day or will be another day), you never know where your next career opportunity will come from. So being curious and genuinely interested with others is key to success. This book has opened my mind into this area of networking in a different way.In short: easy to read, good tips, enlightening.

Darrell W. Gurney is a career adviser, coach, speaker, workshop leader, and founder of CareerGuy.com. And like the best career advisers, he does not simply help his clients find their next job; he teaches them how to manage their careers for a lifetime.In Never Apply for a Job Again!, Gurney teaches job seekers how they can become their own headhunters by tapping into the

hidden job market - the 65 - 80% of job opportunities that are never posted.He calls this the Stealth Job Search Method. In short, Gurney offers a step-by-step method to network your way into your next job.He defines the "4M Method of Career Management:Meet people, in aMemorable way, so as to stay top-of-Mind, and thenMaintain those relationships for life.On this platform, the balance of the book details the "Ten Time-Tested Principles for Launching an Effective Stealth Campaign," which includes:Asking for informational interviews instead of job interviews (although, Gurney never calls them "informational interviews"),Do your research, and be sincerely interested,Aim as high in an organization as you can for your informational interviews,Tips on how to get past the gatekeeper,Arrange face-to-face meetings in their place of business,Handing your resume but not asking for a job!Repeat, as many times as necessary.Gurney's advice is spot-on, and is consistent with my own research and experience: If you know what kind of position you seek, learn and practice effective networking, you will eventually find an opportunity for the position you want where you might be the only applicant. And yet, so few job seekers will take this approach, because it requires a lot of work, and it is so much easier to apply for jobs online, submit applications and send resumes, even though you are competing with hundreds of job seekers for the same position.I recommend the book. The challenge is, will you follow the advice?

Darrell Gurney's book is a must read for anyone who is interested in taking their career to the next level! I hope he will consider a revised title" Never Apply for a Contract, Job, or Any Gig Ever Again". The advice is solid,practical, and can be applied as you read the book. I love the advice about research and building relationships as a mainstay of the modern professional. This is a brilliant piece of work and an instant classic for our life and times.Sheila Robinson-Kiss, Msw, Lcsw

Well, it was hard but I stopped applying. The exercises made sense where you determine your sweet spot. But once I got fully engaged it was a lot of fun. I volunteered on projects that I was passionate about. Now I have a position with a start up technology company, and more consulting work on the side than I know what to do with.

Download to continue reading...

Never Apply for a Job Again!: Break the Rules, Cut the Line, Beat the Rest Bloom-Again Orchids: 50 Easy-Care Orchids that Flower Again and Again and Again Job Interview: Land Your Dream Job by Conquering Your next Job Interview by Answering 50 Tough Job Interview Questions and Maximizing Your Resume and Cover Letter How to Write a Grant Proposal: A Step-by-Step Guide to Apply for Small Business Grants or Other Government Grants (How to Apply for a Grant) Knock

’em Dead Job Interview: How to Turn Job Interviews Into Job Offers Sharkproof: Get the Job You Want, Keep the Job You Love... in Today’s Frenzied Job Market Reinvention Roadmap: Break the Rules to Get the Job You Want and Career You Deserve Never Feel Old Again: Aging Is a Mistake--Learn How to Avoid It (Never Be) Never Fear Cancer Again: How to Prevent and Reverse Cancer (Never Be) The Rules Do Not Apply: A Memoir How Do I Get There from Here?: Planning for Retirement When the Old Rules No Longer Apply Specialty Cut Flowers: The Production of Annuals, Perennials, Bulbs, and Woody Plants for Fresh and Dried Cut Flowers Cut by Cut: Editing Your Film or Video Measure Twice, Cut Once: Simple Steps to Measure, Scale, Draw and Make the Perfect Cut-Every Time. (Popular Woodworking) The Cut Flower Patch: Grow your own cut flowers all year round Cards That Wow with Sizzix: Techniques and Ideas for Using Die-Cutting and Embossing Machines - Creative Ways to Cut, Fold, and Embellish Your Handmade Greeting Cards (A Cut Above) From Mom to Me Again: How I Survived My First Empty-Nest Year and Reinvented the Rest of My Life The End Of Chaos: Break Away From Bad Habits, Addictions And Self Destructive Tendencies Before They Break You The Break Up Manual For Men: How To Recover From A Serious Break Up, Become Stronger and Get Back Into Life Coffee Break French 4: Lessons 16-20 - Learn French in your coffee break

Contact Us

DMCA

Privacy

FAQ & Help