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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

Brian Graham is the founder and managing partner of Brian Graham & Company, a search firm based in San Diego, CA. He has held contract recruiting roles for clients in the oil,

telecommunications, and technology sectors and corporate-level recruiting management positions with ADP, Sequent Computer Systems (now part of IBM), and Spring Corporation. Mr. Graham has more than a decade of experience in staffing on a corporate or independent basis and has managed recruiting teams. In addition, he has conducted management courses on Interview Skills Training and Behavioral Interviewing and is an AIRS (Advanced Internet Recruiting Strategies) alumnus. He lives in San Diego, CA.

Good read!

The book seems to be interesting at first. However, it does not portray what is going on today. The author instructs people to pick 150 contacts within the local job market and contact all of them. Where am I going to get 150 contacts or job openings? There are only few jobs openings even in my big city that I would be interested to explore. Then, who am I going to contact? Many organizations do a wonderful job at hiding those human resource managers' names and other contact info. When I tried to find out, they were not giving out their names or their contact information. The internet has not been helpful in that regard either. Overall, the strategies described in this book are not bad at all. However, the times are now different from what they were in 2005 (the date of its publication). If you can, employ those strategies. However, you will find there is not much to employ. Look elsewhere for the answers...

Very helpful in preparing to submit my resume to prospective employers. Realistic view of expectations in today's job market...

Great book, very helpful and loved the price!!!

For my personal development, I am pleased with my purchase

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. In my own job search, I had a strong network of colleagues with a lot of contacts. My focus was on working that network, and it paid off. On the other hand, if you're struggling to find a new position, you should consider the approach that Graham describes. It's not that I don't believe it would work - I think it's a bit of an overkill in many situations. Even if you're only planning to use a more traditional approach, this book will still help you for all of the reasons described above - thus the five-star rating. In the end, you'll know how to get the attention of the hiring managers at any stage of the process. This has certainly helped me.

I really liked this book. I'm embarking on my own job search and the advice on what needs to be done before calling out to prospective hiring managers was great. It spells out exactly what information you really should have before picking up the phone or sending out a resume, shows you how to keep yourself motivated and how to document your progress and research thoroughly. This is the 2nd book I've read to help make my job search more effective, and I'd say it's a perfect complement to Nick Corcodilos' *Ask the Headhunter : Reinventing the Interview to Win the Job*. The one place that this book falls down is the actual interview advice. While *Get Hired Fast!*'s interview advice is great to keep in mind, I think that *Ask the Headhunter's* "New Interview" is a much more effective way of taking control of an interview and demonstrating that you can do the job, leaving fewer questions in the interviewer's mind.

I bought this book during my career switch. Even in a bad market at the time, his ideas were dead on accurate. The greatest benefit was that he gives you suggestions on what to say (Actual scripts to

use) and after you get going, you develop your own, but it was a great help getting started! A fair warning, although his techniques work (I received 3 offers in less time than 15 days) it requires a GREAT DEAL OF EFFORT. It can take you way outside your comfort zone but they do work and it's no gimmick. What separates this book from others, is that this book gives examples of what to say, what to do and how to do it. Once you follow the "script" a few times, it gets much easier and you develop your own routine.

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