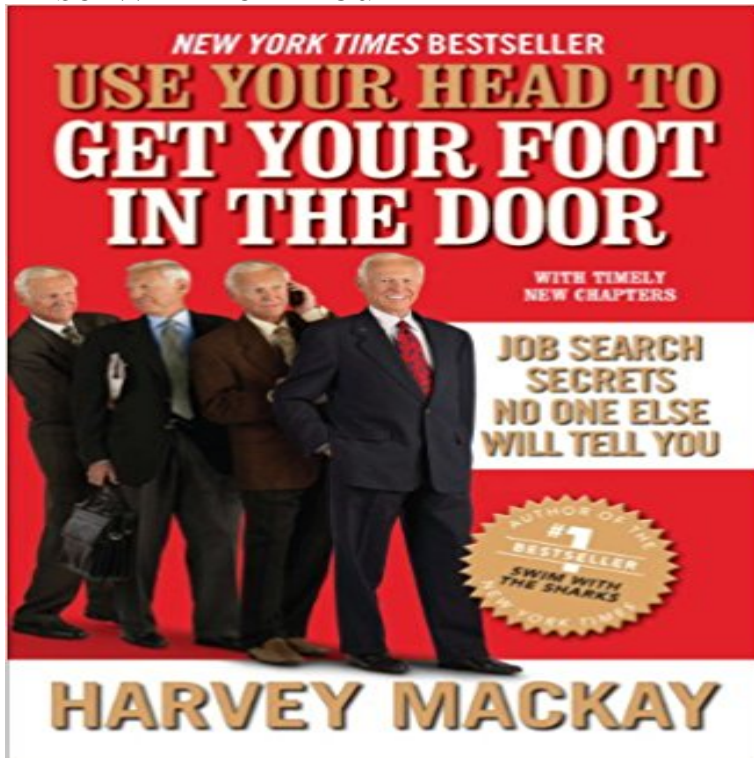


# Use Your Head to Get Your Foot in the Door: Job Search Secrets No One Else Will Tell You



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 wont 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 magazines 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 youre 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 youd 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. Its also the definitive A-to-Z career resource for the rest of your life.

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