



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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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.

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Lucas Florio:

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