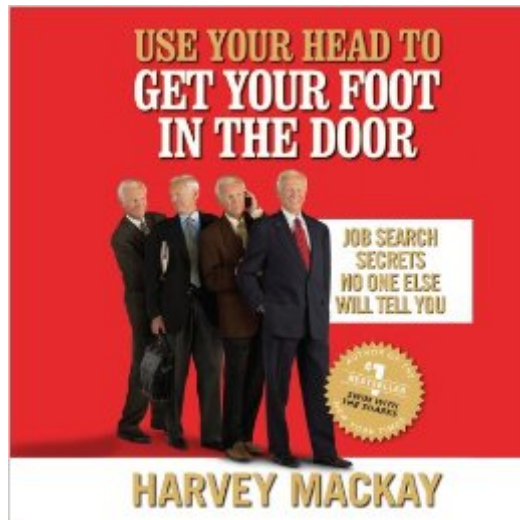


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# Use Your Head To Get Your Foot In The Door: Job Secrets No One Else Will Tell You (Your Coach In A Box)



## Synopsis

Fortune called Harvey Mackay "Mr. Make Things Happen." As a successful author, businessman, speaker, and nationally syndicated columnist, his energy and enthusiasm are infectious. Two of his books, *Swim With The Sharks Without Being Eaten Alive* and *Beware the Naked Man Who Offers You His Shirt*, went to #1 on the New York Times Bestseller List. Both books are also among the top 15 inspirational business books of all time, according to the New York Times. At age 77, Mackay hasn't lost any of his enthusiasm, and his new audio book is as passionate and optimistic as his classic bestsellers. He wants to help everyone from new college grads to laid-off fifty somethings. The average person will have at least 3 to 5 career changes and 12 to 14 different jobs before the age of 38. In the age of downsizing and outsourcing, you can never be sure that your job is safe - or will be safe in a couple of years. The result? People are starting to spend their entire lives in a perpetual job search - and they need the attitude and skills to pull it off. Especially the skills for relentless and effective networking, coupled with a passion for lifetime learning. According to Mackay, too many people get a defeatist attitude about finding a great job. They get stuck in a rut at a job they hate. Or, if they're unemployed, they grab the first thing offered to them. This audiobook offers a better way.

## Book Information

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## Customer Reviews

"This collection of job search tips by Mackay (*Swim with the Sharks Without Being Eaten Alive*) follows the style of his previous best sellers, complete with humorous examples and "Quickie"

one-page stories that illustrate his main points. Don't let the cover or any worry about his sense of humor dissuade you: this is a very useful book. 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 "If you want the worm, be an early bird. But if you want the job, be one of the later birds interviewed for it. Harvey Mackay, a corporate executive, syndicated columnist and bestselling author, dispenses that seemingly counterintuitive advice along with scores of other useful and delectable morsels of wisdom for job seekers and ladder climbers. Mackay points out that with most job openings, the specs are usually vague at first, and they are refined as candidates are interviewed. "You don't want to be the test dummy, smashed into a wall, so the company can design a better set of wheels for someone else," Mackay writes. He suggests finding out how many candidates have already been interviewed and making excuses to avoid being among the first or doing something to make the interviewer remember you if you can't avoid being an early bird. The general thrust of this highly readable book is that in today's world of accelerated technological change, people must think of their career as a continual job search that requires ongoing upgrading of knowledge and skills and unceasing networking. Using real-life examples from his experience as an interviewer, Mackay provides expert guidance on how to behave during an interview, including both how to answer questions and what kind of questions to ask." - Nationally Syndicated Columnist Cecil Johnson "Harvey Mackay hits the bull's-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 "Harvey Mackay was born to write this book. I have seen him use his head to open a million doors, and drawing on his amazing experiences, he shares invaluable advice. Harvey gets it. Without question, I know he can help every reader with this masterpiece." -Lou Holtz "Remember, you can't simply read this book! You have to study it, underline it, highlight it, and take notes. If you do not have a job after six months, I will refund your purchase price." (See inside the book for details.) -Harvey Mackay --This text refers to an out of print or unavailable edition of this title.

Harvey Mackay is the author of the #1 New York Times bestsellers *Swim With the Sharks Without Being Eaten Alive* and *Beware the Naked Man Who Offers You His Shirt*. He is a nationally syndicated columnist whose articles appear in dozens of newspapers around the country each

week. He is also one of America's most popular and entertaining business speakers and has been recognized by Toastmasters International as one of the top five speakers in the world. He is also the chairman of MackayMitchell Envelope Company.

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