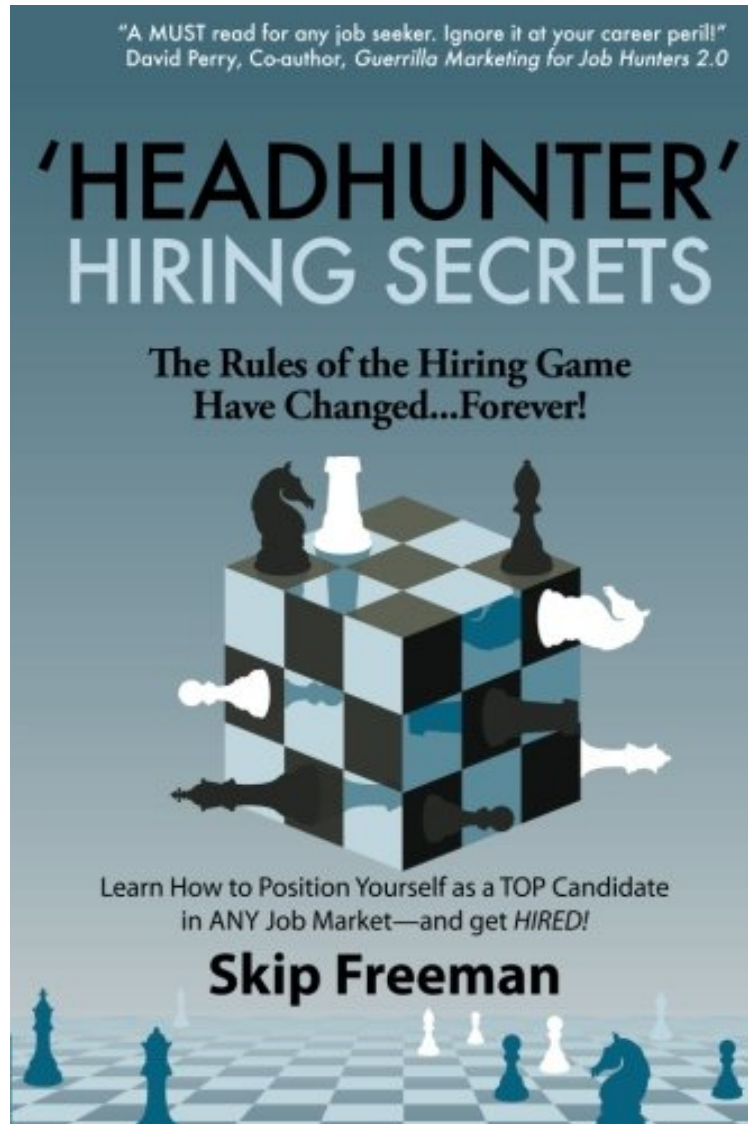


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## "Headhunter" Hiring Secrets: The Rules of the Hiring Game Have Changed . . . Forever!

*Skip Freeman*

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before purchasing it in order to gage whether or not it would be worth my time, and all praised "Headhunter" Hiring Secrets: The Rules of the Hiring Game Have Changed . . . Forever!:

2 of 2 people found the following review helpful. Very informative, great information that I had it read in other books. By Megan H. This book was great and covered everything from online job boards, phone interviews, in person interviews, resume writing and so much more. I bought it immediately after I became laid off and landed a great job within two weeks. Of course I'm incredibly lucky to have done so (I know it can be very difficult to find work) I do think this helped me get the job. I highly recommend this book to anyone on the lookout for a job. I'm relocating in one month so I'm re-reading it and updating my resume. Fingers crossed that it helps me get another job quickly as well.

3 of 3 people found the following review helpful. Don't just apply for a job, compete for one. By Anton Borissov. Dear Mr. Freeman, Just recently I bought your book "Headhunter Hiring Secrets" and have followed every bit of advice in it. I have had interviews with only two companies since reading it and I have already received one solid offer and may indeed have another offer by the end of the day. Your advice is unparalleled and your ability to tell it like it really is served as a nice kick in the a\*\* for me and my job hunting efforts. Finally I started realizing all the mistakes I have made in the past and why great employers have rejected me. I wanted to express my gratitude for finding your book since it has directly resulted in me getting a job offer. Please continue doing good work and bringing immense value to both companies and job seekers.

1 of 1 people found the following review helpful. If you are in-transition and want to find your dream job - please read this book now! By Diane Esparrago. If you want to secure your dream job, and especially if you are in-transition, please stop what you are doing and buy and read 'Headhunter' Hiring Secrets" by Skip Freeman NOW. Even though I am a big fan of Richard Bolles author of "What Color Is Your Parachute", and Martin Yates author of the "Knock 'Em Dead" job search series, Skip Freeman not only shares all of his headhunter secrets that will empower you to master the job search process, but will give you the tools to find the hidden jobs in a very effective and efficient manner. Even if you only implement half of his strategies and tactics, you will generate more leads and get more invitations from the companies you are targeting in half the time. So if you are tired of not getting the call backs from your recruiters, not getting any responses from your on-line applications, and if you are not even putting on your interview suit once a week, read this book! Good luck!

Find your next job like a headhunter does! I'm a headhunter of 15-years. Back during the recession, every interview counted. You couldn't afford to make a mistake when you had a shot at one of the very few jobs available. To help the candidates I was representing, I created a manual to guide them in their job search. Over time, the manual grew. My candidates were winning the job 7 out of 10 times over other candidates going after the same jobs on their own or from other recruiters. And that is how Headhunter Hiring Secrets was born (version 2.0 released in 2016). Released as a self-published book in January 2010, it has now (as of Feb. 2017) reached 54,631 people. Today, despite improvements in the economy and job market, competition for new jobs, particularly the really good jobs, is still fierce and very challenging. And another factor to consider is this - according to LinkedIn (2017 survey), 52% of currently employed men and women state they are interested in exploring new career opportunities. That's as many as 73 million people who are now (or soon will be) competing for a finite number of available jobs. Therefore, those who are the best prepared to effectively compete in today's still dynamic job market will have the best chance to be hired for one of these new jobs. Here are some highlights: Avoid the shadows on the wall syndrome (saying or doing something during an interview that makes the hiring manager uneasy and even afraid about your candidacy). Lead the Witness, i.e., the hiring manager, to take the interview in the direction you desire. Ask questions Superstars ask during a job interview. Answer tricky Gotcha! questions, e.g., Tell me about yourself. How do you get along with your current boss? Why should I hire you? Close the interview on a high note, making sure you not only stand out from the competition, but also that you stay in the game! Also included are excellent practical examples of: Job-winning resumes. Targeted, effective cover letters. A wide variety of telephone scripts that actually work. Direct mail letters to use in campaigns. Emails that will get you job interviews and sell (and re-sell) your candidacy. Here's to winning the job!

About the Author Skip Freeman is a graduate of the United States Military Academy, West Point. After serving 10-years in the U.S. Army Corps of Engineers, he entered the chemical industry as a Field Technical Sales Representative. Through a number of sales successes, he moved into sales management becoming a District Sales Manager, Regional Sales Manager, and VP of Sales and Marketing for a Design/Build Specialty Contractor. Both in the Army and as a manager, Skip knew that the key to long-term success was building strong teams. That's why The HTW (Hire to Win) Group was born in 2003. Focused on helping companies hire the best and helping the best get hired, Skip and his team have placed over 700 professionals in the mechanical, industrial, and chemical domains. In his spare time, Skip enjoys hiking with his wife and running half-marathons. Skip has authored Headhunter Hiring Secrets and Headhunter Hiring Secrets 2.0, was a contributing author to David Perry's book Guerrilla Marketing for Job Hunters 3.0, and a member of the executive recruitment advisory team for Executive Recruiting for dummies.