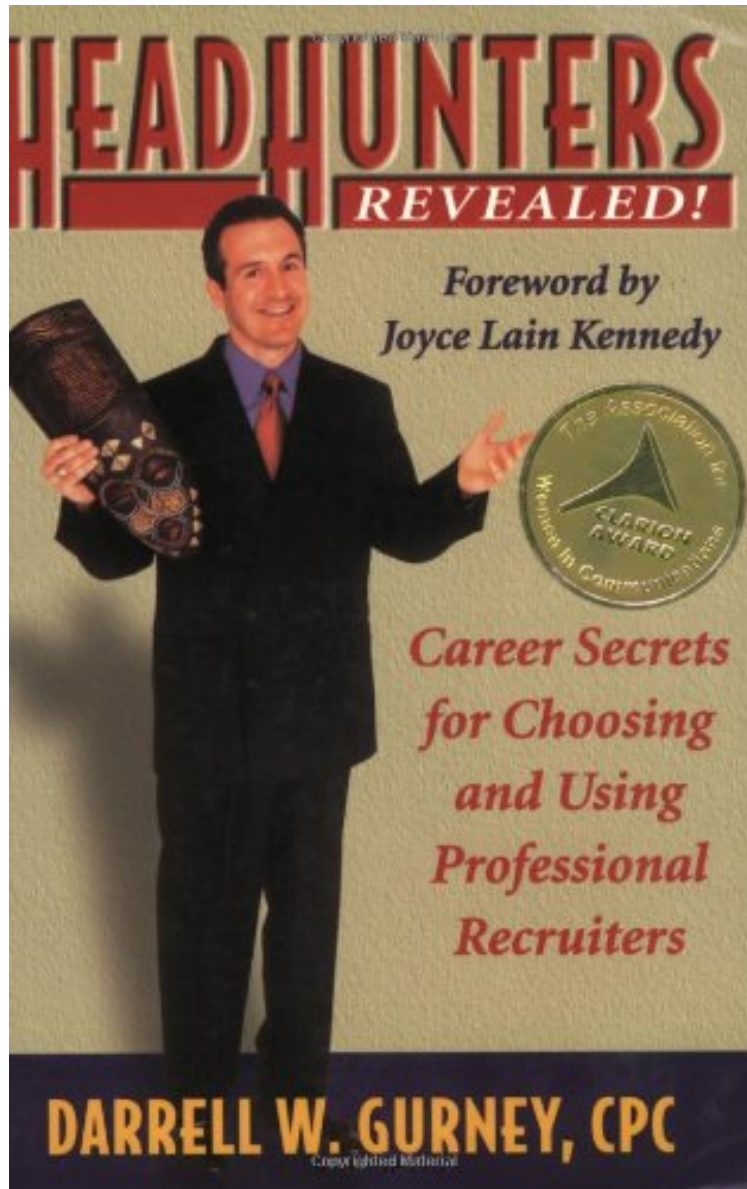


(Free read ebook) Headhunters Revealed! Career Secrets for Choosing and Using Professional Recruiters

Headhunters Revealed! Career Secrets for Choosing and Using Professional Recruiters

Darrell W. Gurney

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WANT TO BE A HEAD ABOVE THE REST? THIS BOOK SHOWS YOU HOW! **Headhunters Revealed! Career Secrets for Choosing and Using Professional Recruiters**, by Darrell W. Gurney, Certified Personnel Consultant and 14-year search industry veteran, de-mystifies the world of executive search. This empowering and witty guidebook exposes the inside workings of the recruiting industry so professional job seekers can reap the most rewards from this viable avenue of career transition. Far from self-serving, it gives both the scoop and the poop on the business of executive search. **Headhunters Revealed!** shines a light on a dark and mysterious world to reveal tips and techniques for commanding the attention, and even "career partnership," of professional recruiters. In today's frenetic and ever-changing employment e-world, perhaps the recruiter remains the best long-term booster for a person's career. But, recruiters can't "place" everyone. Some estimate that only 10-15% of those utilizing search firms actually land a job that way. Though the best professionals in any field (the top 15-25%) are always more "marketable" from a recruiter's perspective, the truth is that anyone stands a better chance of being placed if they play the game right. This book teaches the game: how to differentiate the wizards from the rogues of recruitment; how to play placement "politics;" how to design one's resume for today's computerized databases; and how to enlist the equivalent of one's own lifetime Hollywood agent -- a "career manager." Chock-full of resources, any career professional will benefit from having **Headhunters Revealed!**

"Friendly, concise...a welcome resource. Gurney explains in upbeat, chummy prose all there is to know about the recruitment process." -- Publishers Weekly
"Gurney reveals why recruiters exist and what they do...and offers Web-savvy tips throughout." -- American Library Association's Booklist
"Most narrow-niche recruiter books fail to provide simple, meat-and-potatoes directions to develop career-productive relationships...**Headhunters Revealed!** is an exception." -- LA Times Syndicated
"One guide to stock up on, ...offers clear advice on the best way to find a recruiter/put them to work." -- PW Daily
"Topflight recruiting authority...explains why, given a choice, you should remain gainfully employed until you find your next position." -- LA Times Syndicated
From the Author
Excerpted from the Introduction to **Headhunters Revealed!**: The purpose of this book is to empower working professionals to reap every bit of potential career support from the executive search profession -- and to protect and enhance your self-esteem in the process. Securing your right livelihood is an intimate activity of paramount importance, and it is easy to take everything personally. However, getting the most out of a headhunter means knowing how to manage that relationship professionally. Most of today's professionals have interfaced with a headhunter: some have contacted a recruiter for assistance, some have been recruited, and some have been "placed" -- more than once! But there's little awareness of how to milk this free service for all it's worth--not just for a quick job, but for lifetime career management. Professionals don't know exactly what headhunters do, why they do it, or how the search industry can best help them. Yet such understanding can impact success with recruiters -- and, therefore, a successful career. Here's an insider's perspective of the business of placing you in business. I hold nothing back -- no trade secrets, no hidden agendas. My purpose is to give it to you straight in order to foster more open, sound partnerships between career-changing professionals and those in the recruiting business. The idea is this: when you know how headhunters operate, it will not only make sense, but you'll join them at the controls -- for your own best interests. Happy Hunting! Darrell W. Gurney, CPC
From the Inside Flap
Here's how to be "placed"-in the driver's seat of your career! It's a job-search jungle out there, but when used wisely, Executive Recruiters (Headhunters) can carve an amazing, lucrative path for rising professionals. This book is your machete and friendly guide! Written by an industry native, this light, witty trail map deftly steers you through the underbrush with insider tips to help bag the best booster for your career. Cutting away myths and misconceptions of the recruiting world, it reveals everything about the mind and mechanics of search professionals -- things they do and don't want you to know! Whether in transition for a better position or simply interested in getting top-value return from your life's work, this book is for you. You will discover how to: Reap the enormous benefits of being a hunted head Stay cool in the wrong job until the right one shows up Assess and interview headhunters to find the best ones for you Manage your career like an entrepreneur -- for all it's worth Establish "career partnerships" for lifetime payoffs Command the most from your "employable assets" Position yourself strategically in a recruiter's database Tips to catapult your career into high gear. Why wait?