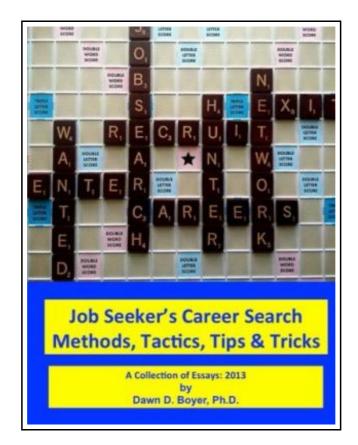
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Createspace, United States, 2013. Paperback. Book Condition: New. 279 x 216 mm. Language: English . Brand New Book ***** Print on Demand *****.Having to look for a job sucks. It s painful, time consuming, you may be able to sell services or products, but having to sell yourself is humbling, and sometimes frustrating - because you don t know how wonderful you are! I ve heard every excuse from well, you know, I m old , so they won t hire me. to .I keep getting calls from recruiters and interviews, but then I never hear from them again. You are selling a solution to a problem the company needs to fix. You might be getting in the door to the first interview, but if you are focused on asking them what they can do for you, and not really getting to the problem of what they need fixing, then you will not get that job. What I have found in 22 years of human resources, recruiting, and business ownership - many companies don t know what they are looking for, and the candidates don t know what to ask for. This compendium of my blogs and newspaper ask-the-expert columns will help the job seeker learn more about the job market and how to really search for and get that dream job.

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