

The way people find jobs has changed. But one thing has not.

Someone gets hired. Finding opportunities and then getting the job has become more competitive than ever and is not expected to change in the foreseeable future.

Job losses of the magnitude experienced in the recent past are unprecedented in our working lifetime. And most of the people who lost their jobs were completely unprepared for how to cope with the emotional and economic upheaval that followed.

Jobs were lost in every strata of the workforce. Senior executives who had steadily built their careers over the span of decades. Entry-level staff that were caught in the vise of “Last In, First Out”. Low performers who were downsized but perhaps should have been managed out years ago. “Solid citizens” who came to work every day, did their jobs and never imagined that they’d be asked to leave before they chose to. Perhaps you recognize one of these people. Perhaps you are one of these people. As they carried their boxes of personal belongings to the parking lot as they left their buildings for the last time, they all had common thoughts.

“Why me?”

“How did it come to this?”

“Why didn’t I see this coming?”

And the most frequent and most chilling, “What do I do now?”

This is a book that will help you begin to understand what’s happened to you and provide a roadmap to help you find your way through the multitude of doubts, fears and questions running through your head.

This is not a book of answers. It is a book of questions. Today, more than ever, in order to find the right answers you have to be sure that you are asking the right questions. Questions about

what you can do next. Questions about changing careers. About starting your own business. About creating your next opportunity. Is it the right time to do any of these things, based on the economy and your personal situation, and which are the best ones to consider? Which careers or industries are the ones most likely to flourish in today's global economy and which are the ones for which your particular set of skills are best suited?

This book can help you discover what you need to say and do to convince the interviewer, recruiter or hiring manager that you are the one. I will share my experience as a staffing professional and the insights I've gained through years of working with people who are interviewing to help you understand what's going on in the interviewer's head as she asks her questions and listens to your responses. In addition, I'll explain how to read her non-verbal signals so that you know when to continue and when the interview is over.

Many of the stories in this book are from my experiences of working with people as they tried to figure out what to do next and how to reinvent themselves. Others come from my experience as a human resource professional for over twenty years.

The truth is no one can figure out what you have to do to find a job except you. You may want a book that will tell you exactly what to do, but no book can. Not this book or any other. What this book will do is help you to pave the path to your next job. It will help you figure out what you might do, what you might want to do and what you can do.

This is a book for people who are employed, unemployed, under-employed and undecided.

Let's get started.