

The following is an excerpt from . . .



How to get paid what you're worth by
avoiding common career roadblocks

Richard C. Kirby

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About this book . . .

WHO will benefit most from this book?

Those actively seeking a rewarding career change, such as if you are:

- Unemployed and actively job searching
- Employed and considering a change
- Making a career transition into Corporate America after being self-employed or out of the workforce
- Making a career transition out of Corporate America into self-employment

WHAT do I mean by the term “career change?”

I mean a change involving one or more of these:

A new organization *or* a new employer *or*
a new industry *or* a new profession

WHEN would be a good time to apply these strategies?

You will benefit from these strategies whenever you want to shorten your job searches or improve your overall career satisfaction.

WHERE are these strategies applicable?

These strategies are applicable to your short-term job seeking activities as well as in your long-term career planning and development.

WHY take the time to learn and apply these strategies?

Applying these strategies will allow you to succeed faster and produce more of what you want (income, quality of life, etc.).

HOW is this book arranged?

This book is organized around 18 popular career-limiting myths, each of which is followed by helpful information and a specific exercise that will speed you toward your career goals.

NOTE: I encourage you to take notes in this book and complete all exercises you feel are relevant to your current career situation. There is also space to start a **Career Quest Journal** at the rear of this book. If you are averse to writing in books, all exercise forms can be found at www.fasttrackyourjobsearch.info.

Table of Contents

SECTION 1: Career Fundamentals

	The Importance of Attitude	
Myth 1	---- <i>Attitude is important, but most can “fake it until they make it.”</i>	3
	Self-Limiting Beliefs	
Myth 2	---- <i>Many talented people struggle due to age, experience, sex, race, etc. sex, race, etc.</i>	15
	Occupational Choices	
Myth 3	---- <i>Finding out “what I want to be when I grow up” is a long and difficult process.</i>	25
	Career Satisfaction	
Myth 4	---- <i>Most people have to trade career happiness for income. Learn to live with it.</i>	45
	Generational Wisdom	
Myth 5	---- <i>GenX and GenY workers don’t have the correct work ethic to succeed.</i>	57

SECTION 2: Replacing Outdated Job Search Beliefs

	Résumé Formats and Content	
Myth 6	---- <i>A great résumé is critical to career success.</i>	67
	Internet Job Searching	
Myth 7	---- <i>Internet job postings have revolutionized the way most professionals and executives get hired.</i>	85
	Working with Recruiters	
Myth 8	---- <i>Recruiters and employment/staffing firms help people find jobs.</i>	93
	Identifying Potential Employers	
Myth 9	---- <i>Finding desirable employers is difficult.</i>	109
	Choosing Employers	
Myth 10	---- <i>Large employers offer security and more opportunity.</i>	117
	Outplacement and Career Marketing Companies	
Myth 11	---- <i>Most outplacement and career marketing companies are effective resources for career seekers.</i>	125

SECTION 3: Becoming an Outstanding Job and Career Seeker

	Career Networking and Social Media	
Myth 12	---- <i>Group networking is a great strategy for jump starting each new job search.</i>	139
	Job Interviewing	
Myth 13	---- <i>The best candidate gets the job.</i>	175
	Career Coaching	
Myth 14	---- <i>Any competent person can manage their own career. Getting help is for wimps.</i>	199

SECTION 4: Making Tough Career Decisions

Additional Education

Myth 15----*An MBA or other degree is likely to accelerate career advancement and income.* 213

Loyalty and Job Hopping

Myth 16----*Employers reward loyalty and avoid job hoppers.* 223

Self-Employment, etc.

Myth 17----*Self employment, independent consulting, and other such options are too risky.* 233

EPILOGUE

Creating Career Security in a Less Secure World

Myth 18----*Get a good education, pick a stable employer, do good work, and you will be rewarded.* 253

Postscript 263

Glossary of Terms 267

Bibliography 273

Appendix 1 – Niche Job Boards 275

Career Quest Journal 291

Appendix 1 Niche Job Boards

It has been estimated there are more than 40,000 internet job boards. The following is a prescreened list of niche job boards by category. The inclusion of a job board is not an endorsement or recommendation. Most are free. I caution you to do your due diligence before buying a subscription to the few job boards listed that require a fee.

If you decide to utilize the internet for posting résumés and applying for posted jobs, then by all means use the most applicable niche job boards rather than the biggies.

And remember: Less than 5-10% of all job seekers find their next job through job boards.

accounting

- accounting.com
- accountingboard.com
- accountingjobstoday.com
- bookkeeperjobs.com
- careerbank.com
- ihireaccounting.com
- jobsinthemoney.com
- staffaccountantjobs.com
- sarbanesoxleyjobs.com

administrative

- admincareers.com
- admin-clerical.jobs.net
- administrativejobs.com
- administrativecareers.com
- homeworkers.org
- net-temps.com

advertising

- advertisingcrossing.com
- advertisingindustryjobs.com
- talentzoo.com

aerospace

- aeroindustryjobs.com
- ctsinternational.com

agriculture

- agcareers.com
- agindustryjobs.com
- careers.eharvest.com

airline

- airlinejobfinder.com
- airlinecareer.com
- avjobs.com

analyst

- analystcareers.com
- financialanalystjobs.com

apparel

- clothingindustryjobs.com
- fashioncareercenter.com

architecture

- archinect.com/jobs

- architecturejobs.com
- e-architect.com

armed forces

- armedforcescareers.com

arts

- artcareer.net
- artjob.org

association industry

- associationindustryjobs.com

audio / visual

- audiovisualcareers.com

audit

- careersinaudit.com
- taxtalent.com

auto industry

- autoindustryjobs.com
- autosalescareers.com
- autosalesjobs.com
- autotechnicianjobs.com
- carsalescareers.com

aviation

- aviationjobsearch.com
- avjobs.com

banking

- bankingindustryjobs.com
- bankjobs.com
- bankstaffers.com
- careerbank.com
- efinancialcareers.com
- jobsinthemoney.com

bilingual

- bilingualcareers.com
- bilingual-jobs.com

biotech

- biohealthmatics.com
- biospace.com
- biotechindustryjobs.com
- medzilla.com

broadcast

- amfmjobs.com
- careerpage.org

- tvjobs.com

brokerage / securities

- brokercareers.com
- brokerhunter.com

call centers

- callcentercareers.com
- callcenterclassifieds.com
- callcenterjobs.com
- telemarketingindustryjobs.com

chemical

- chemicalindustryjobs.com
- chemicaljobs.com
- chemjobs.net

child care

- care.com
- greataupair.com
- nannies4hire.com

computer & systems

- computerindustryjobs.com
- computerjobs.com
- computerwork.com
- dice.com
- tech-centric.net

construction

- aecjobbank.com
- builderjobs.com
- construction.com
- constructionexecutive.com
- constructionindustryjobs.com
- constructionjobs.com
- generalconstructionjobs.com
- ihireconstruction.com
- onlyconstruction.com
- mepjobs.com
- topbuildingjobs.com

consulting

- behance.net
- consultingcareerquest.com
- thevcf.jobmatic.com

consumer

- cpgjoblist.com
- cpgjobs.com

contract / freelancing / internet

- contractedwork.com
- eLance.com
- freelanceauction.com
- freelancejobsearch.com
- freelancers.net
- freelance-work.net
- getacoder.com
- getafreelancer.com
- ifreelance.com
- macfreelancer.com
- powerlance.com

- project4hire.com
- projectspring.com
- rentacoder.com
- scriptlance.com

creative

- artisantalent.com
- creativehotlist.com
- creativejobscentral.com
- krop.com

customer service

- callcentercareers.com
- customer-service-jobs.com
- employmentguide.com

database

- databasejobs.com
- databasejobs.net
- dbjobs.org

defense

- defensetalent.com
- defenseindustryjobs.com
- go-defense.com

dental industry

- dentalassistantjobs.com
- dentalindustryjobs.com
- rdhjobs.com

design

- aigadesignjobs.org
- coroflot.com
- fashioncareercenter.com

distribution

- distributionindustryjobs.com

diversity

- aarjobs.com
- diversityjobs.com
- diversityworking.com
- diversitylink.com
- hirediversity.com
- hisp.com
- latpro.com
- saludos.com

driver

- 1800drivers.com
- classadrivers.com
- everytruckjob.com
- jobsintrucks.com

education

- academic360.com
- academiccareers.com
- agentk-12.org
- career.edu
- educationindustryjobs.com
- educationamerica.net
- hercjobs.org

- higherjobs.com
- schoolspring.com
- teacherjobs.com
- tedjob.com
- topschooljobs.org

eldercare

- eldercarejobs.com

energy

- careersinwind.com
- energycentraljobs.com
- gethydrologyjobs.com
- greenjobs.com
- jobsingeothermal.com
- rigzone.com
- thinkenergygroup.com

engineering

- draftingcareers.com
- engcen.com
- engineer.net
- engineerjobs.com
- engineerjobsearch.com
- engineeringindustryjobs.com
- jobboard.asme.org
- mechanicalengineercareers.com
- networkengineercareers.com
- robotjobs.com

entertainment

- casinocareers.com
- castingdaily.com
- entertainmentcareers.net
- mandy.com
- showbizjobs.com

entry-level & college

- aftercollege.com
- collegegrad.com
- collegerecruiter.com
- experience.com

environmental / green

- bsr.org/insight/jobs/index.cfm
- cgcareers.org/findajob/viewjobs
- cleantech.jobthread.com
- cleantechjobs.cleantechies.com
- coolclimatejobs.com
- ecoemploy.com
- environmental-jobs.com
- ecojobs.com
- environmentalindustryjobs.com
- foundationcenter.org/pnd/jobs
- greenbiz.com/jobs
- greengigs.blogspot.com
- greenjobs.com
- greenjobsearch.org
- greenprofs.com/green-jobs
- idealist.org

- jobs.cleandedge.com
- jobsinleed.com
- jobs.treehugger.com
- landmen.net
- netimpact.org/career
- opportunityknocks.org
- sustainablebusiness.com
- solarjobs.com
- sustainjobs.com
- technicalgreen.net/job-listing

executive / management

- 6figurejobs.com
- careers.wsj.com
- exec-appointments.com
- execsearches.com
- execunet.com
- executivesontheweb.com
- experteer.com
- hundredk.com
- mbahighway.com
- theladders.com
- topbrassjobs.com

fashion

- clothingindustryjobs.com
- fashioncareercenter.com
- fashionjobs.com
- stylecareers.com

finance and investment

- careerbank.com
- closers.net
- efinancialcareers.com
- investmentjobsboard.com
- financialplannerjobs.com
- jobsinthemoney.com

fitness & wellness

- exercisecareers.com
- exercisejobs.com
- fitnessjobs.com

food service

- foodindustryjobs.com
- foodserviceindustryjobs.com
- foodservice.com
- yourfoodjob.com

forestry

- treecarejobs.com

gay / lesbian

- gaywork.com
- glpcareers.com

government

- americajob.com
- governmentjobs.com
- govtjobs.com
- jobcentral.com
- rcjobs.com

- statejobs.com
- usajobs.gov

healthcare & medical

- ama-assn.com
- biospace.com
- centerwatch.com
- hcjobs.com
- healthcareers.com
- healthcareerweb.com
- healthdirection.com
- healthjobsusa.com
- hiremedical.com
- hospitaljobsonline.com
- medhunters.com
- medicalassistantjobs.com
- medicinereers.com
- medicalworkers.com
- medzilla.com
- orhtodonticjobs.com
- rehaboptions.com
- therapyjobs.com

home

- jobsformoms.com
- tjobs.com
- worldwideworkathome.com

hospitality & hotel

- fastfoodindustryjobs.com
- hcareers.com
- hospitalityonline.com
- hoteljobs.com
- restaurantindustryjobs.com

hourly

- employmentguide.com
- groovejob.com
- snagajob.com

human resources

- jobs4hr.com
- jobs.shrm.org
- workforcehrjobs.com

hvac industry

- hvacindustryjobs.com

industrial

- industrialindustryjobs.com

information technology (IT)

- eliassen.com
- itindustryjobs.com
- itjobs.com
- itjobs.net
- softwarejobs.com
- tech-centric.net

insurance

- closers.net
- greatinsurancejobs.com
- insuranceindustryjobs.com

- insurancejobs.com
- insurancesalesjobs.com
- ultimateinsurancejobs.com

international

- globalcareers.com
- internationaljobs.org
- intljobs.org
- overseasjobs.com

internships

- aftercollege.com
- campuscareercenter.com
- internjobs.com
- internshipboard.com

journalism

- journalismindustryjobs.com
- journalismjobs.com
- newsjobs.com

landscaping / agriculture

- greencollarcareers.com
- greenindustryjobs.com
- landscapereers.com
- treecarejobs.com
- turfjobs.com

law enforcement

- 911hotjobs.com
- lawenforcementjobs.com
- policeemployment.com

law

- attorneyjobs.com
- emplawyernet.com
- jobs.lawinfo.com
- lawcrossing.com
- lawjobs.com
- lcareers.com
- legaljobspot.com
- legalesecretarycareers.com
- paralegaljobs.com
- simplylawjobs.com

logistics / distribution

- jobsinlogistics.com
- jobsinmanufacturing.com
- logisticsindustryjobs.com
- maritimejobs.com
- shippingjobs.com

management

- generalmanagercareers.com
- managerialcareers.com

manufacturing

- jobsinmanufacturing.com
- manufacturingindustryjobs.com
- manufacturingjobs.com

marketing

- communicationsjobs.com

- emarketingjobs.com
- iabc.com
- ihiremarketing.com
- internalcommsjobs.com
- internetmarketingjobs.com
- marketersjobs.com
- marketingcrossing.com
- marketingdirectorjobs.com
- marketingindustryjobs.com
- marketingjobs.com
- marketingjobboard.com
- marketing.jobs.net
- merchandisingjobs.net
- talentzoo.com

media

- amfmjobs.com
- massmediajobs.com
- mediacareers.com
- mediaindustryjobs.com
- newsjobs.com
- tvandradijobs.com
- varietycareers.com

mining

- minejob.com
- miningjobs.org
- miscojobs.com

mortgage industry

- loancareers.com
- mortgagejobs.com

non profit

- idealist.org
- nonprofitjobs.org
- nonprofit-jobs.org
- nonprofitindustry.com
- opportunitynocs.org
- volunteeringworks.com

nursing

- nursingjobs.com
- nursingjobs.org
- nursing-jobs.us
- nursejobs.com
- medhunters.com
- nurse-recruiter.com
- rnjobs.org

oil

- offshore-marine.com
- oilandgasindustryjobs.com
- oilandgasjobsonline.com
- oiljobfinder.com

operations

- operationsjobs.com

packaging industry

- packagingindustryjobs.com

pest control industry

- pestjobs.com

pharmaceutical

- biospace.com
- medzilla.com
- pharmaceuticalindustryjobs.net
- pharmaceuticalsalesjobs.net
- pharmadiversityjobboard.com
- pharmajobs.com
- rxrecruiters.com

pharmacy

- careerpharm.com
- medicalworkers.com
- rxcareercenter.com

plastics industry

- plasticsindustryjobs.com

pricing

- pricingcareers.com

printing

- printingindustryjobs.com
- printlink.com
- printquest.us
- printworkers.com

product management

- productmanagerjobs.com

project management

- justprojectmanagerjobs.com
- projectmanagementcrossing.com
- projectmanagementjobsite.com

property management

- propertymanagementcareers.com

public relations / communications

- bulldogreporter.com
- prindustryjobs.com
- prweekjobs.com
- workinpr.com
- writejobs.com

publishing

- bookjobs.com
- creativehotlist.com
- geteditingjobs.com
- publishingjobs.com
- writejobs.com

quality assurance

- qacareers.com
- qacrossing.com
- qajobs.net

real estate

- real-jobs.com
- realestatejobs.com
- realestatebestjobs.com

recruiting

- ere.net
- recruitingjobs.com

research

- career.edu

restaurant

- hcareers.com
- starchefsjobfinder.com
- yourfoodjob.com

retail

- allretailjobs.com
- fashioncareercenter.com
- retailchoice.com
- retailclothingjobs.com
- retailfit.com
- retailindustryjobs.com
- retailmanagementjobs.com

roofing industry

- roofingindustryjobs.com

safety

- ehscareers.com
- environmentaljobs.com

sales

- hotsalesjobs.com
- insidesalesjobs.net
- insurancesalesjobs.com
- justtechsalesjobs.com
- marketingjobs.com
- pharmaceuticalsalesjobs.net
- salesjobs.com
- salesgravy.com
- salesjobboard.com
- salesmanagerjobs.com
- salestrax.com
- sellingcrossing.com
- softwaresalesjobs.com
- techsalesjobs.com
- telemarketingindustryjobs.com

science

- sciencejobs.org
- scjobs.sciencemag.org

seasonal

- backdoorjobs.com
- coolworks.com
- jobmonkey.com

security

- clearancejobs.com
- clearedconnections.com
- confidentialcareers.com
- securityclearancejobs.com
- securityindustryjobs.com
- securityjobs.net

senior and retirement

- retirementjobs.com
- seniorjobbank.org
- wiserworker.com

skilled trades

- skilledtradescareers.com
- skilledworkerjobs.com

software

- developers.net/careers
- embeddedsystemsjobs.com
- jobsforprogrammers.com
- prgjobs.com
- softdevjobs.com
- softwarejobs.com
- sascareers.com
- unixcareers.com

sports

- jobsinsports.com
- ncaa.org
- sportscarerfinder.com
- sportingjobs.com
- teamworkonline.com
- workinsports.com

summer / part time

- allparttimejobs.com
- justsummerjobs.com
- onlytempjobs.com

supply

- jobsinlogistics.com
- supplychainjobs.com

tax

- careersintax.com
- taxtalent.com

technology

- dice.com
- justtechjobs.com
- tech-centric.net

telecom & wireless

- telecomcareers.net
- telecomindustryjobs.com
- telecom.jobs.com
- voip-news.com
- wirelessindustryjobs.com
- wirelessjobs.com

training

- jobs.astd.org
- trainingjobs.com
- trainingcrossing.com

transportation industry

- transportationindustryjobs.com
- travelindustryjobs.com

television

- massmediajobs.com
- tvandradijobs.com
- tvjobs.com

underwriting

- underwritingjobs.com

utility

Fast Track Your Job Search (and Career!)

- energyjobsearch.com
- utilityindustryjobs.com
- utilityjobsonline.com
- utility-worker.com

veterinary

- animalhospitaljobs.com
- animaljobs.com
- avma.org
- ihireveterinary.com
- veterinaryjobs.com
- vet.com

veteran

- militaryjobzone.com
- veterancareers.com
- vetjobs.com

volunteer

- backdoorjobs.com
- idealist.org
- volunteermatch.org

warehouse

- jobsinlogistics.com
- warehousecareers.com
- warehousejobs.com