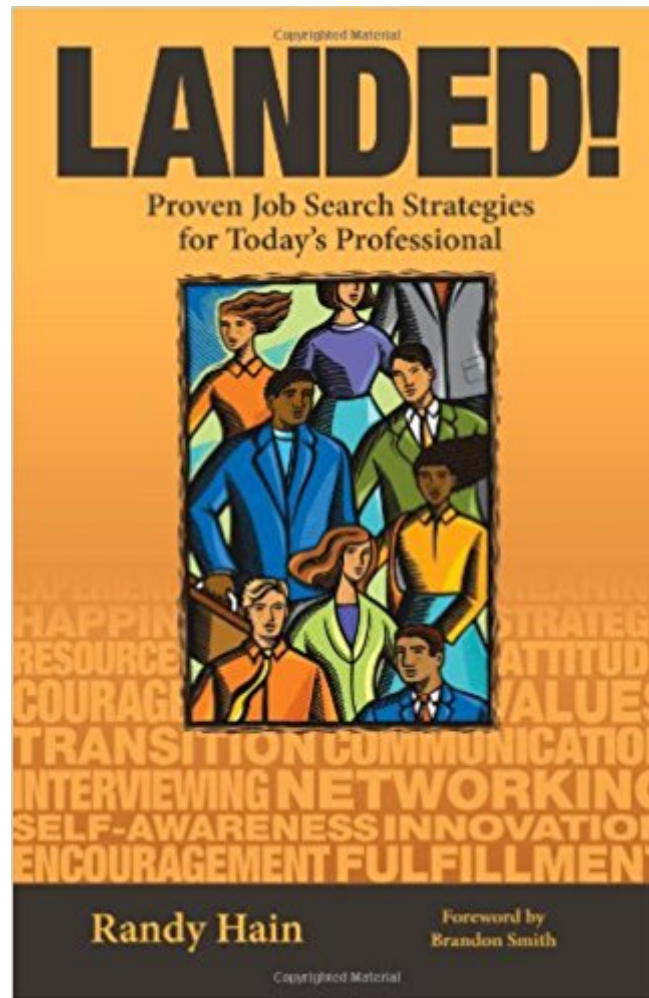


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LANDED! Proven Job Search Strategies For Today's Professional



Synopsis

A Proven Road Map for Today's Job Seeker LANDED!, Randy Hain's fourth book, offers today's job seekers proven strategies and practical ideas gleaned from his 25+ years of recruiting, executive search and senior leadership experience along with the candid insights of real candidates in transition, hiring managers and other experts in the workplace who also share their experiences and thoughts. The result is a book filled with proven approaches to help job seekers of any age or experience level quickly get on the right path towards landing a new position. LANDED! is a combination of candor, practical ideas, proven strategies and insights gleaned from professionals who have seen all sides of a job search. No matter where you are in your career or even if you have not yet joined the workforce, you will find tremendous value in Landed! as you consider how to navigate to the next job on your journey. Here is what a few readers had to say ... "We all lose our jobs, or our jobs lose us, and it is time to move on. Change is never easy but with LANDED! in your hands, your odds just got WAY better. Randy Hain has seen it all, and he can share with you all you need to know to find the next great career in your life. Read it, believe it, do it! You will have no regrets." --Chester Elton, author of the New York Times best sellers, "The Carrot Principle" and "All In" "LANDED! is a must-read for both senior executives and recent graduates alike who want to take their career to the next level whether they are currently in a job or looking for the next one. Randy provides keen insights from his own experience while summarizing helpful 'best practices' from his vast network of experienced corporate leaders, HR professionals and entrepreneurs. Take great notes because Landed! is full of tips that really work!" --Tim Tassopoulos, executive vice president of operations for Chick-fil-A "As a college student looking at a tough job market in a few years, I appreciate the practical lessons here. I want to find the right job and best fit for me and think this book can help. I appreciated the sections on interviewing and negotiating. Definite must read for students and anybody looking for a new job." --Brian Anthony, student at Clemson University

Book Information

Paperback: 174 pages

Publisher: CreateSpace Independent Publishing Platform; 1st edition (November 27, 2013)

Language: English

ISBN-10: 1489557946

ISBN-13: 978-1489557940

Product Dimensions: 5.5 x 0.4 x 8.5 inches

Shipping Weight: 10.1 ounces (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars 42 customer reviews

Best Sellers Rank: #987,432 in Books (See Top 100 in Books) #34 in Books > Business & Money > Job Hunting & Careers > Job Markets & Advice #1421 in Books > Business & Money > Job Hunting & Careers > Job Hunting #101409 in Books > Reference

Customer Reviews

"Randy Hain's new book, LANDED! is the most comprehensive and insightful work on the subject I have read."--Larry Mohl, founder and CEO of Jamstir Inc. and co-author of the Wall Street Journal best seller, "Networking is Dead: Making Connections that Matter" "This method works! If you are starting a job search or looking to proactively manage your career, LANDED! is the best career management book out I have read in a long time."--Mimi Vold, vice president of human resources for Facet Technologies LLC "LANDED! presents a holistic view of job and career search with a proper focus on first understanding who you are before charging headlong into the routines and practices that are frequently more clichés and distractions than help. Accurate road maps are hard to find but this one matches the traveler with experience and guidance from those who know."--Allan J. DeNiro, senior vice president and chief people officer, Havertys Furniture Companies, Inc. "It's rare to find an author and a book that gives the reader such proven and practical advice as well as Randy has done with LANDED!. Not just for the job seeker, LANDED! should be read and followed by anyone interested in managing their career. Randy's thoughtful combination of his experience and the experiences of other successful professionals gives us a wonderful handbook for taking control of our job searches - whether they be internal promotions or new adventures. This is a must read!" --Amelia Fox, co-founder of Spotlight Performance

With a 25+ year career in business operations, corporate recruiting and executive search, Randy Hain has an established track record of leading successful teams and working with a national group of diverse clients in a broad spectrum of industries. As the founder and president of Serviam Access, (serviamaccess.com) he has built a vibrant national network built on authenticity and trust and is well known for connecting professionals and his targeted relationship coaching. As a partner and shareholder of Bell Oaks Executive Search (belloaks.com), Randy has worked with clients on a national level in filling leadership roles ranging from individual contributor to C-level executive. He has developed a stellar reputation in the Atlanta and national business community for integrity, thought leadership, building relationships, successful execution and innovative talent strategy. Randy is board chair of Growing Leaders, an international non-profit focused on developing

leadership and character in young people, advisory board chair for the Catholic Charities Atlanta Leadership Class and an advisory board member for Jamstir.com. He is also an advisory board member for Hire Dynamics. Randy is a co-founder of the Annual Atlanta Catholic Business Conference and the Integrated Catholic Life eMagazine. He is the author of three other books - *The Catholic Briefcase: Tools for Integrating Faith and Work*, *Along the Way: Lessons for an Authentic Journey of Faith* and his latest: *Something More: The Professional's Pursuit of a Meaningful Life*. Randy is a prolific writer and contributing blogger to The Huffington Post and National Catholic Register. Randy is a 1989 graduate of the University of Georgia and is married with two sons.

I read this book during a time when recruiters were reaching out for me and I really needed counsel on several fronts. Randy's book is simply a must read for anyone who is either a job seeker, or being reached out to by recruiters. The book offers amazing insights in a very structured, easy-to-read manner. Every chapter is essential in its own way, yet not overwhelmingly long - balanced and to the point, ending with thought-provoking questions. The best part is that it covers every possible aspect you need to learn about throughout the process, bringing in industry's experts to share their stories.

After a long and successful career with a Fortune 150 company, I recently found myself in "career transition". Not having any idea where or even how to start, I asked a friend for some counsel. Following a lunch conversation, he sent me the link to this new book. While there are hundreds of books on this topic, this one seemed a quite different (based on the reviews)...so I downloaded the kindle version and read it on a airplane. I read it from cover to cover. What I found compelling was not only the practical advice and next steps - but the authors treatment of a very personal journey like this. His writing really helped me to get re-grounded and centered back on who I was, and what I had to offer. I found it very affirming, and challenging. This book has caused me to really look inside, and spend some time reflecting on my "purpose" as I start a completely new chapter. Bottom line...Here's what I got out of the book: "Career transition" is not just the end of something (which it certainly is) - but it is more importantly the beginning of something new. This is liberating as it puts you in a position to look at things in a whole new and different way. While there is some pain in the journey...this time can be a gift if used wisely.

The briefest and most sincere review I can give is to tell you that I have given a copy of "Landed!" to our son (mercifully he is not in immediate need of the book) as well as to a client who was really

stuck in a job-hunting rut. The author is a seasoned search-professional and he takes you through all the stages of the job hunt...from preliminary self-assessment issues to networking to resumes to interviews to negotiations, and all the other key elements. The material on LinkedIn is alone worth ten times the price of the book. This book is written for all those seeking a new career opportunity, from the new graduate to the experienced professional. All of Randy's books are superb...always thought this topic would have been his first book...delighted he finally wrote it.

This is the third of Randy's books I have read and definitely his best. No matter where you are in your career, Randy walks you through the sometimes daunting process of "landing on your feet" again. From taking an honest look in the mirror at yourself, to networking on and off-line, preparing for the next opportunity and finally career maintenance while you are in the new job or company. Randy has helped thousands of executives find themselves, improve their careers and thrive in their new environment. If you read LANDED, you will be better for with the knowledge you bring to the next professional phase of your life. Curt Johnson, Founder and President of BlueFire Marketing

This book is full of guidance and insight that can be applied throughout your career not only during career transition. What I found helpful in Mr. Hain's book was his take on building relationships and being "authentic". He is spot on about reinforcing that you have to continue to foster new relationships on an ongoing basis and not just when you "need" this person for a specific reason...pay it forward. He does a great job in loading this book with excellent teaching moments...get the book now and buy one for someone else who you think would benefit!

Crisp, concise and insightful, this little book (an easy weekend read) can help you re-calibrate expectations, define essential actions and mobilize an effective job search campaign. More than a "how-to" however, this author delivers best practices with attention to your spirit, your self-expression, your desire not to "sell out" but rather explore hidden opportunities that can really fulfill your best dreams. There is meaning "between the words" and this is where the real value of this book lies.

This book is not only for the job seekers, but anyone in the working world. Randy discusses the importance of continually building a network regardless of your current position and how to go about this in a way that is authentic. He draws not only from personal experience but includes insights from numerous professionals and individuals that have been through career transitions. The book

contains questions for reflection and action items that will make you think and kick you into gear to accomplish your goal.

After reading several books on career management and job search, Randy Hain's latest book felt like an in depth executive summary on job search strategy and transition process. It was a relatively quick read that included the most important points benefitting people in career transition, while being very meaty with advice and actionable tips at the same time. I wish I had read Landed! first... and I am planning on reading it again to absorb more practical advice from Randy's experience in relationship building and executive search.

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