SPONSORS. Connect your brand, increase your sales with our \$376 Billion College Student-Graduate market. Here's how.

# THE ONE BOOK EVERY COLLEGE KID & GRAD NEEDS TO READ!



For complete details and to apply as one of our Featured Sponsors

HowToGetHiredFast.com/sponsors



#### A \$376 Billion Market?

#### College students had \$376 billion in spending power in 2019.

The 21.4 million college students in the country earn money in a variety of ways. Most college students make some sort of financial contribution to their education and many pickup jobs to cover these costs. Look at the stats below to see how college students earn their money.



- College students had \$376 billion in spending power in 2019.
- 67 percent of millennial college students received \$2,000 or less from their parents each year in 2020.



- 44 percent of millennial college students worked every year they were in school in 2020.
- 86 percent of millennial college students worked summer jobs in 2020.
- 65 percent of millennial college students had to take out student loans to pay for their degree in 2020.
- 74 percent of millennial college students contributed to funding their education in 2020.
- U.S. households planned to spend around \$1,059.20 on back-to-school shopping for college students in 2020.

#### Demographics of College Students with Purchasing Power

How many students will attend colleges and universities in fall 2020?



About **19.7 million** students are projected to attend colleges and universities in fall 2020.



- **12.0 million** students are expected to attend full time.
- 7.7 million students are expected to attend part time.
- 16.7 million students in undergraduate programs
- 3.1 million students in graduate programs
- 14.6 million students in public institutions
- 5.1 million students in private institutions
- **5.8 million** students in 2-year institutions
- 14.0 million students in 4-year institutions

#### Are college enrollments differing by student characteristics in 2020?

- 11.3 million female students
- 8.5 million male students
- 10.3 million White students
- 3.7 million Hispanic students
- 2.6 million Black students
- 1.3 million Asian and Pacific Islander students
- **0.7 million** students of Two or more races
- 0.1 million American Indian/Alaska Native students
- **1.0 million** Nonresident alien students (not identified by race/ethnicity)
- 12.3 million students under age 25
- 7.5 million students 25 years old and over

Connect Your Brand to our \$376 Billion Market of College Students and Graduates
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Call Ronnie Schmidt, CEO, Marketing Consultants Group, LLC

Office: (800) 330-8908 Ext 807 Cell: (920) 396-5290

Ronnie.Schmidt@MarketingConsultantsGroup.com

LinkedIn.com/in/ronnieschmidt RonnieSchmidt.com





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- College students had \$376 billion in spending power in 2019. [Source: Refuel Agency]
- 67 percent of millennial college students received \$2,000 or less from their parents each year in 2020. [Source: OppLoans]
- 44 percent of millennial college students worked every year they were in school in 2020. [Source: OppLoans]



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[Source: OppLoans]

- 74 percent of millennial college students contributed to funding their education in 2020. [Source: OppLoans]
- U.S. households planned to spend around \$1,059.20 on back-to-school shopping for college students in 2020. [Source: NRF]

#### **Trends**

Employers continue to endorse broad learning as essential to longterm career success.



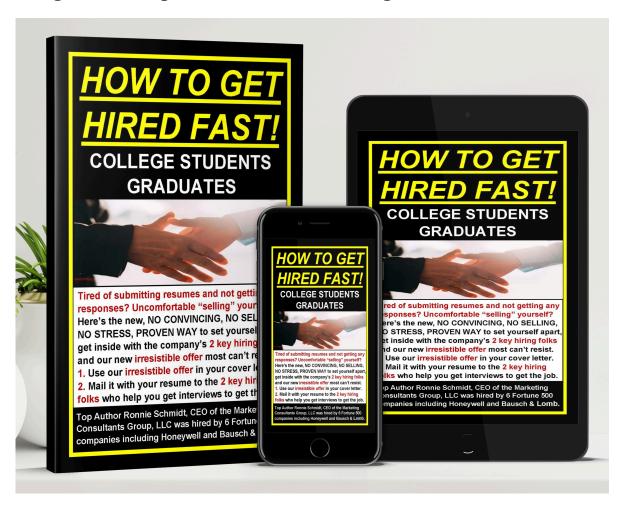


• When hiring, executives and hiring managers place a high priority on a graduate's demonstrated proficiency in skills and knowledge that cut across majors. Hiring managers are closely aligned with executives in the

importance that they place on key college learning outcomes.

- As noted above, the college learning outcomes that both audiences rate as most important include oral communication, critical thinking, ethical judgment, working effectively in teams, written communication, and real-world application of skills and knowledge. This is consistent with findings from the employer survey that Hart conducted on behalf of AAC&U 2014 (published in 2015).
- As competition for jobs and careers heats up, more students and recent graduates will seek professional help, coaching and counseling that will enable them to more effectively compete and navigate through the hiring process with less stress and a better understanding of how they can use advanced secrets, tips, tactics and training to find their next best new job, differentiate themselves, get hired fast and negotiate the best deal for themselves.
- As competition for jobs and careers heats up, we will ask colleges and universities to grant CEU Credits (Continuing Education Units) for our course designed to teach and train students how to navigate the hiring process.

Below is the Table of Contents for our *HOW TO GET HIRED FAST!*Digital and Paperback Books for College Students, Graduates.



Message From The Author, CEO Ronnie Schmidt Regarding Disclaimers

Who Are Our HOW TO GET HIRED FAST New Advanced Teaching Books For?

Message From The Author, CEO Ronnie Schmidt - Getting The Most From The Advanced Teaching Book

#### I. PREFACE

1. What's Included In Our Advanced Teaching Books To Help You Get What You Want

#### II. PREPARATION

- 1. Your Hiring Objectives And Goals
- 2. <u>Know Yourself How To Best Know Who You Are, What You Really Want</u> And Need, Where You Will Best Fit In In Your Best Next New Job
- 3. Questions To Ask Yourself Regarding Your Job Search
- 4. What To Look For In An Organization (And Boss) Before You Consider Them
- 5. <u>The Resume Fix Resume Fixes That Will Make You Stand Out From The</u> Other Applicants
- 6. The Most Important Checklist
- 7. Say Goodbye To Endless Job Searches
- 8. Ready, Aim, Fire! Your Action Plan

#### **III. IMPLEMENTATION**

- 1. <u>An Offer Most Employers Cannot Refuse Best Things To Do When No One Knows You</u>
- 2. How To Get Inside Any Organization
- 3. <u>Meeting Preparation Things You Should Do To Prepare For An Employer Meeting</u>
- 4. How To Turn An Interview Around In Your Favor
- 5. <u>The Most Important Question You Should Ask An Interviewer Do Not Ask It And You Might Never Know The Info You Need To Get Hired</u>
- 6. How To Respond To The "Knock Out" Question Most Interviewers Ask

7. Follow Up – How To Follow Up So They Will Remember You And Differentiate Yourself From Others Applying For The Same Job

#### IV. NEGOTIATING YOUR BEST DEAL

1. <u>How To Negotiate Your Best Deal – It Is All About Getting An Offer, Then Negotiating Your Best Deal</u>

#### V. ABOUT MENTORS, MENTORING AND MENTORSHIP

- 1. About Mentors, Mentoring And Mentorship
- 2. Mentors Quality Over Quantity
- 3. <u>About The Author Ronnie Schmidt, CEO of the Marketing Consultants Group, LLC</u>
- 4. Why Listen To Author Ronnie Schmidt, CEO of the Marketing Consultants Group, LLC

#### VI. SPECIAL BONUS SECTION

- 1. SPECIAL BONUS SECTION How To Turn An Interview In Your Favor How To Use The Interview Turnaround Tactic To Change An Interview In Your Favor
- 2. SPECIAL BONUS SECTION For College Students, Graduates

#### VII. DEDICATION

VIII. ACKNOWLEDGEMENTS

IX. LEGAL

# How will the Marketing Consultants Group, LLC, Publishers of the *HOW TO GET HIRED FAST!* Book Series and CEO, Author Ronnie Schmidt reach this target market?

#### **Book Distribution**

Student bookstores.

Retail stores and retail bookstores.

College and local libraries.



#### Multimedia Press Releases

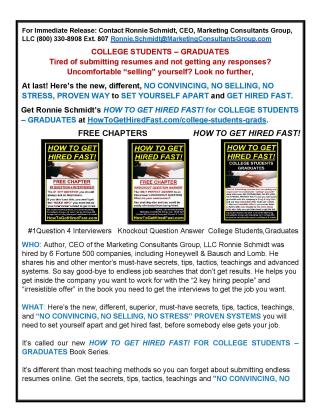
Weekly Press Releases sent to the national media.

Monthly Press Releases sent to multimedia outlets.

Monthly Press Releases sent to Fraternity, Sorority Headquarters, Alumni Associations.

Monthly Press Releases sent to College and University Alumni Associations.

Monthly Press Releases sent to Colleges and Universities.



#### Online Video Sales Letters and Ads

Placement on HowToGetHiredFast.com.

Placement on MarketingConsultantsGroup.com.

Placement on HOW TO GET HIRED FAST Facebook Coaching Groups.

Placement on HOW TO GET HIRED FAST Facebook Pages.

Placement on Marketing Consultants Group, LLC LinkedIn.com Page.

Placement on How To Get Hired Fast LinkedIn.com Page.

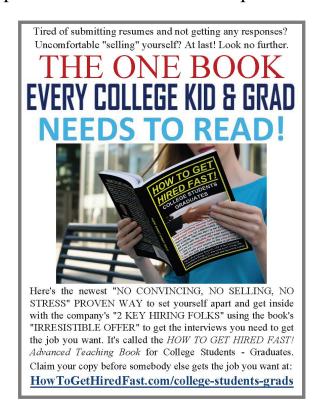
Placement in Video Sales Letters videos on HowToGetHiredFast.com.

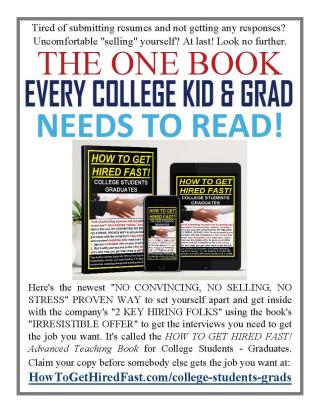
Placement on Marketing Consultants Group, LLC YouTube Channel.

Placement in Email and Text marketing.

#### Video Sales Letters & Ads That Will Grab Attention

Your brand will be featured in Video Sales Letters and Ads that will be positioned in online/offline publications, promoted by Influencers.





2 FREE CHAPTERS your brand will be featured in our: "HOW TO GET HIRED FAST!" Free Chapters

#### **KNOCKOUT QUESTION ANSWER**



The **ONLY PERFECT ANSWER** to an Interviewer's **KNOCKOUT QUESTION**.

#### What are your weaknesses?

Say anything else and you could be easily eliminated from being hired.



#### #1 QUESTION 4 INTERVIEWER



The #1 KEY QUESTION you should always ask an Interviewer.

If you don't ask this, you won't get the "INSIDE INFO" you need inside your Interviewer's head to get hired.





#### Live events

Participation in traditional media and podcast speaking tours.

Participation at book signings at college campus speaking events.

Placement in HOW TO GET HIRED FAST online teaching courses.

#### Social Media

Placement on Instagram on multiple profiles including ronnieschmidtceo and howtogethiredfastbook

Placement on HOW TO GET HIRED FAST Facebook.com pages.

Placement on HOW TO GET HIRED FAST Pinterest.com pages.

Placement on HOW TO GET HIRED FAST Coaching Group pages.

#### **Promotional Opportunities**

Some of our many promotional opportunities include:

- Placement in HOW TO GET HIRED FAST Digital and Paperback Books.
- Placement in HOW TO GET HIRED FAST FREE CHAPTERS Books.
- Placement on <u>HowToGetHiredFast.com</u> web site.
- Placement on HOW TO GET HIRED FAST Pages on the Marketing Consultants Group, LLC web site.
- Placement on the Marketing Consultants Group, LLC Feature Page in LinkedIn.com.
- Placement on HOW TO GET HIRED FAST Feature page in LinkedIn.com.



- Placement in video sales letters on the Marketing Consultants Group, LLC's YouTube channel.
- Cross promotions.
- Exhibitor opportunities, signage, and your company representatives at live speaking events and Scholarship Contest award presentations.
- Promotion on social media sites, including Instagram, Facebook, Pinterest with a reach of millions of college students, recent graduates, their family and friends.
- Placement in Online Scholarship Contests to encourage readership while promoting your company.
- Option to provide prizes and giveaways for Scholarship Contests.
- Dedicated campaign with pre-marketing and follow-up promotion.
- Placement in E-mail and text blasts to communities of college students and graduates with purchasing power.
- Placement in Press Releases to national media outlets.
- Placement in Tell-A-Friend promotions.
- E-Mails and phone number lists of book purchasers and free chapter recipients to continue marketing to college students and graduates.
- Placement in our HOW TO GET HIRED FAST Influencer's promotional Video Sales Letters and Ads (Potentially seen by tens of millions of Influencer's fans and followers).
- Placement in our HOW TO GET HIRED FAST "FREE CHAPTER GIVEAWAYS" Books on podcasts, traditional and online media.

FEATURED IN OUR NEW HOW TO GET HIRED FAST! BOOKS, Our Customer Names, E-Mails provided to Sponsors

Tired of submitting resumes and not getting any responses? Uncomfortable "selling" yourself? Here's the new, NO CONVINCING, NO SELLING, NO STRESS, PROVEN WAY to set yourself apart, get inside with the company's 2 key hiring folks and our new irresistible offer most can't resist.

1. Use our irresistible offer most can't resist.

1. Use our irresistible offer in your cover letter.

2. Mail it with your resume to the 2 key hiring folks who help you get interviews to get the job.

Top Author Ronnie Schmidt, CEO of the Marketing Consultants Group, LLC was hired by 6 Fortune 500 companies including Honeywell and Bausch & Lornb.

FEATURED IN OUR NEW HOW TO GET HIRED FAST! FREE CHAPTER - THE #1 QUESTION 4 INTERVIEWER



FEATURED IN OUR NEW HOW TO GET HIRED FAST! FREE CHAPTER -KNOCKOUT QUESTION ANSWER



SPONSORSHIP OPPORTUNITIES - COLLEGE STUDENTS, GRADUATES

FEATURED IN OUR 3 NEW PRESS RELEASES SENT TO TRADITIONAL MEDIA, COLLEGES, ALUMNI, ORGANIZATIONS

For Interestate Release: Contact Reprise Schmidt, CEO, Varieting Consultants Group, LLC (809) 309-4009 Ext. 897 (Schmidt, Schmidt Ministers Consultants Group, LLC (809) 309-4009 Ext. 897 (Schmidt Ministers Consultants Group, LLC (809) 309-4009 Ext. 897 (Schmidt Ministers Consultants Group, LLC (809) 309-4009 Ext. 897 (Schmidt Ministers Consultants Group, LLC (809) 309-4009 Ext. 897 (Schmidt Ministers Consultants Group, LLC (809) 309-4009 Ext. 897 (Schmidt Ministers Consultants Group, LLC (809) Ext. 897 (Schmidt Ministers Ministers Consultants Group, LLC (809) Ext. 897 (Schmidt Ministers Mi

FEATURED IN OUR 3 NEW PRESS RELEASES SENT TO TRADITIONAL MEDIA, COLLEGES, ALUMNI, ORGANIZATIONS

Green Bay, Wisconsie, UEA
Combott Rounis Schmidt, CEO, Marketing Consultants Group, LLC
(1805) 350-8668 Ext. 187 Rouses Schmidt; Multivating Computants Group, LLC
(1805) 350-8668 Ext. 187 Rouses Schmidt; Multivating Computants Group, LCC
(1805) 350-8668 Ext. 187 Rouses Schmidt; Multivating Computants Group, LCC
(1805) 350-8668 Ext. 187 Rouses Schmidt; Multivating Computants
Get Paid To Mention The ±1 Book Every Professional Meeds To Read.
Our HOW TO GET HIRED FAST! Advanced Tracking Books & Course.
WHO: Author and CEO of the Marketing
Computants Group, LLC Rosens Schmidt,
Index successfully hired and mentioned many statemes and association is paying written, reportions, journalists, exitions, Fig. 1900, indigenous, policialists to meritain his new
HOW TO GET HIRED FAST! Advanced
Teaching Books Series and Course.
WHAT: Here's the new, different, musti-hiws secrets, tips, facicis, teachings, and "NO CONVINCING, NO SELLING, NO STRESS" ADVANCED SYSTEMS professionals need to set themselves spart, get inside the company they warn to work for with the 72 key hirting people" and "the insensable offer they will need to get hired fast, before somebody else gets the job they wars.

If's called the HOW TO GET HIRED FAST!
Advanced Teaching book Series.

If's different from most common teaching and "NO CONVINCING, NO SELLING, NO STRESS" ADVANCED SYSTEMS in the NOW TO CONVINCING, NO SELLING, NO STRESS" ADVANCED SYSTEMS in the NOW TO CONVINCING, NO SELLING, NO STRESS" ADVANCED SYSTEMS in the NOW TO CONVINCING, NO SELLING, NO STRESS" ADVANCED SYSTEMS in the NOW TO CONVINCING, NO SELLING, NO STRESS" ADVANCED SYSTEMS in the NOW TO CONVINCING, NO SELLING, NO STRESS" advanced Systems will help be selected in the new to the NOW TO CONVINCING, NO SELLING, NO STRESS" advanced Systems will help be selected in the new to the NOW TO CONVINCING, NO SELLING, NO STRESS" advanced Systems will help be selected in the new to the NOW TO CONVINCING, NO SELLING, NO STRESS" advanced Systems will help be selected in the new to the NOW TO CONVINCING

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FEATURED IN OUR 2 NEW
ADS PLACED IN HIGHTRAFFIC COLLEGE
STUDENT, GRADUATE
PUBLICATIONS

Tired of submitting resumes and not getting any responses?
Uncomfortable "selling" yourself? At last! Look no further.

THE ONE BOOK
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HOW TO GET
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FOOLEGE STOCK!

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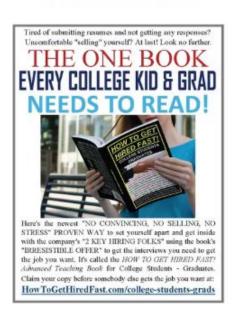
\*IRRESISTIBLE OFFER\* to get the interviews you need to get the job you want. It's called the HOW TO GET HIRED FAST!

Advanced Teaching Book for College Students - Graduates.

Claim your copy before somebody else gets the job you want at:

HowToGetHiredFast.com/college-students-grads

VIDEO SALES LETTERS
PLACED IN HIGH-TRAFFIC
COLLEGE STUDENT,
GRADUATE VENUES



FEATURED IN OUR NEW
"HOW TO GET HIRED
FAST!" ONLINE COURSE
FOR COLLEGE STUDENTS &
GRADUATES



#### SPONSORSHIP OPPORTUNITIES - COLLEGE STUDENTS, GRADUATES

FEATURED ON OUR
HowToGetHiredFast,
LinkedIn, Instagram,
Facebook, and Pinterest
WEB SITES.



FEATURED IN OUR LIVE SPEAKING, PODCAST, AND BOOK SIGNING EVENTS WITH AUTHOR, CEO RONNIE SCHMIDT



FEATURED IN OUR E-MAIL COMMUNICATIONS SENT TO "HOW TO GET HIRED FAST!" BOOK, FREE CHAPTER CUSTOMERS



FEATURED IN TEXTS
(CUSTOMER APPROVED)
TO "HOW TO GET HIRED
FAST!" BOOK, FREE
CHAPTER CUSTOMERS

Tired of submitting resumes and not getting any responses? Uncomfortable "selling" yoursel? Here's the new, NO CONVINCING, NO SELLING, NO STRESS, PROVEN WAY to set yourself apart, get inside with the company's 2 key hiring folks and our new irresistible offer most can't resist.

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FEATURED IN
SCHOLARSHIP CONTESTS
TO BE PROMOTED ON OUR
"HOW TO GET HIRED
FAST!" WEB SITE



FEATURED IN CROSS
PROMOTIONS TO
INTRODUCE YOUR BRAND
TO OUR COLLEGE
STUDENT, GRADUATE
TARGET MARKET



## About Author, Founder, CEO Ronnie Schmidt of the Marketing Consultants Group, LLC. His Story.



Author, Founder, CEO of the Marketing Consultants Group, LLC Ronnie Schmidt was hired by 6 Fortune 500 companies, including Fram, Boise-Cascade, Amstar-Domino Sugar, Cooper Vision, Honeywell, and Bausch & Lomb during his corporate career in sales and marketing.

He shares his and other mentor's new, must-have, NO CONVINCING, NO SELLING, NO PRESSURE secrets, tips, tactics, teachings and Advanced Systems to say good-bye to endless job searches that don't get results.

His ADVANCED SYSTEMS help you get inside the company you want to work for with the "2 key hiring people," using an "irresistible offer" most find hard to resis to get the interviews you will need to get the job you want.

His *HOW TO GET HIRED FAST!* Book Series covers the entire hiring process from preparation and implementation to negotiation and mentoring.

Ronnie has hired and mentored many with excellent results during his 54-year corporate career. He practices "giving back to others" so that they may learn not only from his divinely inspired successes but also from his failures.

For a bit of background, Ronnie got his first job working at a car wash when he was 16 because his father knew the owner.

He was hired as a maintenance helper during the summers and as a retail sales clerk during Christmas breaks during his college years at Penn State.

He didn't get much in the way of mentoring. His father simply told him to get an education, but didn't tell him what to study or even what field to pursue.

The only time he saw his college counselor was at the beginning of his freshman year and during his last semester as a senior.

During his early years, no one taught him about getting hired, one of the most important and daunting tasks we must contend with during our lives.

And so, much of what he learned about successfully "getting inside" an organization with the "2 key hiring people" and setting himself apart from other candidates has been first-hand knowledge of what worked then and is still working today.

And of course, being in sales and marketing his entire life, having to be able to get to the right people and deliver the right messages which would interest them at the right time helped tremendously.

Today as an executive and consultant, he fully understands the basic principle coined by Zig Ziglar, the well-known sales mentor, that the way you get what you want is to help others get what they want.

And so, he took a full year to write *HOW TO GET HIRED FAST!*, spending hundreds of hours thinking about every possible secret, tip, tactic, NO CONVINCING, NO SELLING, NO PRESSURE Advanced System he could add to the book.

After hours spent editing, refining, and testing his writings from a teaching perspective, he has put together the most definitive, comprehensive series of books and free chapters you will profit from, not only setting yourself apart from others and getting hired fast, but also teaching you how to develop and implement a sure-fire, proven action plan to help you attain your goals of being in a positive, productive career that brings you joy.

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