

Get Ready Job Seekers. Great News!

HOW TO GET HIRED FAST

FREE CHAPTER GIFT

"THE MOST IMPORTANT
QUESTION YOU SHOULD
ASK AN INTERVIEWER"

This chapter describes how you can use their answers to turn an interview around in your favor.

HowToGetHiredFast.com

“HOW TO GET HIRED FAST” **New Teaching Books**

The “Results-Proven” Secrets, Tips, Tactics, & Trainings
You Will Need To Help You Get Hired Fast Before
Someone Else Gets The Job You Want And Need.

“What you don’t know about getting hired *can hurt you.*”

– Ronnie Schmidt, Author, CEO,

The Marketing Consultants Group, LLC

(RonnieSchmidt.com, [LinkedIn.com/in/ronnieschmidt](https://www.linkedin.com/in/ronnieschmidt))

Hired By 6 Fortune 500 Companies - Fram Corporation,
Boise-Cascade, Inc., Amstar-Domino Sugar, Inc.,
Bausch & Lomb, Inc., CooperVision, Inc. and Honeywell, Inc.

“How To Get Hired Fast” New Teaching Books

(HowToGetHiredFast.com)

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What is included in my FREE CHAPTER GIFT Book?

First, thank you for taking time to get my FREE CHAPTER GIFT – THE MOST IMPORTANT QUESTION YOU SHOULD ASK AN INTERVIEWER (Immediately following this message).

In this chapter I describe in detail how to use the answers from the most important question you should ask an interviewer to “get inside your interviewer’s head” and get a detailed description of the perfect candidate he or she has in mind to hire and with that most important information, how to turn your interview in your favor.

I know you will enjoy reading it and get tremendous value from it.

Additionally, I’ve also included the Table of Contents and several chapters that follow from my How To Get Hired Fast Book so you will get a preview of all that is included in my “full length” book.

When you buy my must-have book, you will get all the new “results-proven” secrets, tips, tactics from me, Ronnie Schmidt, CEO, The Marketing Consultants Group, LLC (Hired by 6 Fortune 500 companies, hired and mentored many.)

**How To Find Your Best New Job Opportunities,
Get Inside Any Organization, Fix Your Resume,
Get Appointments With The Right People,
Turn Interviews In Your Favor,
Your Most Important Checklist,
Facebook Coaching Group & Much, Much More.**

Get it at HowToGetHiredFast.com/buy-the-book

THE MOST IMPORTANT QUESTION YOU SHOULD ASK AN INTERVIEWER – DON'T ASK IT AND YOU MIGHT NEVER KNOW THE INFO YOU NEED TO GET HIRED

It is most important that somewhere in your conversation to ask this question, **“If you were to describe the perfect person you are looking to hire for this position, how would you describe them?”**

You will then want to listen very carefully to their description and in your own words restate who they are looking for based upon their own description by saying, “In other words, you want someone who _____, is that correct?”

If they agree, tell them that your own attributes and qualifications matches with their description of who they are looking to hire. Because that is what is important to them.

As an example, I was once interviewed by a senior sales executive, Bill Johnson, a former Marine tank commander, with broad shoulders that stretched across the room, along with two subordinates who reported directly to him.

He was about as physically intimidating as you could imagine.

You could say I was under a great deal of pressure, interviewing all three at one time. And so, here is what I asked the senior executive, “Bill, if you were to describe the perfect person you are looking to hire for this position, how would you describe them?”

His response was something I never would have expected in a million years.

The lesson I learned is to expect the unexpected when you ask a question as broad as that most important question.

But in Bill's mind's eye, he knew exactly how to describe his choice for the future field manager he wanted to hire.

Here is what he said, "I want someone who can go into a phone booth, change clothes, come out with a big "S" on his chest and not stink."

Now if you had ever seen the TV series or the movie featuring this well know superhero you probably would know who he was referring to.

Fortunately, I knew exactly who he was describing and responded, "Oh, so you want Superman."

All four of us chuckled, and I then knew when he answered exactly who he was looking for.

Because he described his choice of the future manager he wanted to hire.

In his mind's eye, he wanted "Superman" to take over the leadership of the 6 salespeople who would report to the new sales manager.

He could have described anyone, but he was describing someone who according to the TV series and movies was a mild-mannered reporter by day, Clark Kent.

But secretly when his supernatural powers were needed, he quickly changed into his Superman costume and acted the part of Superman.

And exactly as Bill had described, Clark Kent, Superman's other persona, would go somewhere, change clothes and come out in his Superman costume with a great big "S" on his chest.

Clark Kent, the mild-mannered reporter, who changed into Superman all the supernatural powers that Superman had, incredible strength, able to leap tall buildings in a single bound, fly from one place to another, with the supernatural ability to see through solid objects and use his supernatural powers to save the day for whatever trouble or problem came up.

Looking back to the time when Bill said that, it was a brilliant description of exactly who he wanted to hire for that position, Superman.

And I would have never known how he would have described that person if I had not asked Bill directly for a description.

Remembering back to that specific interview, I was dressed in a three-piece suit, and probably looked a little like the reporter Clark Kent.

Clark Kent spent most of the time on the TV series dressed in a

suit and tie in his role as a mild-mannered reporter.

Bill Johnson described who he wanted to hire.

Suddenly my back straightened up a little and my chest puffed out like Superman would appear in his Superman costume.

Somehow I guess I made myself appear as if I could do exactly what Bill described he wanted his sales manager hire to do, to go into a phone booth, change clothes, come out with a big “S” on my chest in my Superman costume and not stink.

I cannot promise you are going to get such a visual description when you ask most interviewers this most important question.

But asking your interviewer to describe the perfect person he or she has in mind for the position he or she is hiring for is the best way to discover exactly who the interviewer has in mind.

By asking this question, you have an opportunity to discover in their mind’s eye exactly what they are thinking about when they describe the kind of person they want to hire.

Because when your interviewer is right in front of you, face to face, you can judge by their description who they are looking for.

You will be able to see their body language, their facial expression, the tone of their voice and other tell-tale things.

Of course, during the conversation, you should phrase this most

important question in such a way that they are “describing the person” they want to hire, not merely reciting the company’s or organization’s job description.

“If you were to describe the perfect person you would hire for this position, how would you describe them? “ Notice the question begins with asking them in a non-confrontational way for them to “describe” who their perfect person would be.

Because if they are making the hiring decision, it matters less to them what other people want or what the job description says, their description matters most to them.

Of course, Bill knew that he could not hire Superman, what he really wanted was someone who could do what Superman did.

Come to the rescue, take over the management of whatever problems were happening at that time and solve them.

This goes back to the theory that it is extremely important to understand and know who the interviewer wants to hire in his own mind.

Bill Johnson had in mind Superman. But most important was the way he described what Superman was doing. This is what you want your interviewer to include in their description.

It was like I was reading between the lines and interpreting what Bill had described Superman doing.

Because when he described what Superman was doing, I knew from his description what he wanted his new sales manager to do.

And how his description of his “perfect person” would be able to do it, just like Clark Kent used to do.

As he transformed himself from his mild-mannered reporter Clark Kent persona into his supernatural Superman persona.

That is what Bill envisioned his new field manager doing, transforming himself from mild-mannered reporter into a person with superpowers to lead the sales team and effectively manage the 6 sales representatives.

Bill’s description allowed me to discover what he was thinking.

I would not have discovered his description of the perfect person he wanted to hire and what he saw that person doing if I had not asked the most important question of the entire interview.

He really wanted to hire Superman, but he would settle for hiring me if he thought I could do what Superman did.

Going into a phone booth, changing clothes, putting on my Superman costume with the big “S” on the chest and not stink.

Notice that he did not mention or want me to fly or have superior strength like Superman, knowing that most likely

that would be impossible, he just did not want me to stink.

I did not bother to ask him because I could easily handle the not stinking part of his description, no superpowers needed.

Even though there was a candidate who had longer tenure with the company and who was next in line for the sales management position, Bill hired me over the other candidate, although I had only been with the organization about 6 months.

There were other reasons why Bill hired me for the sales management position.

One was when Bill asked me during the interview what would be the first things I would do as the new sales manager.

Knowing that he would ask this question, I pulled the two page action plan I had prepared from my briefcase and handed it to each of the three executives.

I was totally prepared to get hired fast and it only took three executives, one interview and one day's discussion with the three executives for them to decide.

Hopefully, this illustration has made you aware that one of your primary objectives is to get inside your interviewer's head by asking the most important questions you are going to ask.

Also anticipating and being prepared with answers to their most important questions.

The simple formula for getting inside your interviewer's head to get the most important information you need to figure out who they have in mind to hire is as follows:

1. Ask each interviewer to give you a description of the perfect person they want to hire.
2. Listen to their answer.
3. Then relate the same traits and characteristics of that perfect person they just described as a match to your own traits and characteristics.

In other words, you describe yourself back to them as the match to the “perfect person” they just described.

My simple “results-proven” Interview Turnaround question will work for you the same way it worked for me.

It is simple and highly effective because you are providing your interviewer with what they described, not what you think they want, but exactly what they want, in their own words.

You then are able to position yourself as being what they want, emphasizing the same character traits they describe rather than other things that may or may not be that important to that hiring decision maker.

Getting their specific description of who they want to hire as the “perfect person” is critical to a successful interview.

Because you get to understand who they are looking for. And then simply making the connection between who they told you they were looking for and yourself.

What if you did not ask this most important question?

If you do not know what they are looking for, chances are good that you will miss the opportunity to position yourself as having the same attributes as the “perfect person” they are looking for.

Does this make sense to you? I am assuming it does.

Let us now move on to your second objective and the specific tactic you will want to use regarding turning the interview around in your favor. You will want your interviewer to open up about themselves, their career and the organization, etc.

In my professional experience, the person who talks the most during an interview usually perceives they have had the best experience.

So, what you should most likely do is ask the questions about your interviewer that you want to know about them, their career, the organization, etc.

Here's what to do next . . . there is even more value I will be giving you here, so read on.

Many have gotten tremendous value from this free chapter.

If you did too, kindly tell your friends, relatives, neighbors.

After you have finished reading my FREE CHAPTER GIFT, you may be thinking about getting even more valuable secrets, tips, tactics and training to find your next best new job and get hired fast, before someone else gets the job you want and need.

So for taking the time to read my FREE CHAPTER, if you decide to buy my full-length book, I'm going to give you a substantial discount from the retail price of the book as part of a limited marketing test.

Because this is a limited marketing test, I can not guarantee that when you go to HowToGetHiredFast.com/buy-the-book that the offer will be available. So go now if you or someone you know may be interested.

When you buy my must-have book, you will get all the new “results-proven” secrets, tips, tactics from me, Ronnie Schmidt, CEO, The Marketing Consultants Group, LLC (Hired by 6 Fortune 500 companies, hired and mentored many.)

**How To Find Your Best New Job Opportunities,
Get Inside Any Organization, Fix Your Resume,
Get Appointments With The Right People,
Turn Interviews In Your Favor,
Your Most Important Checklist,
Facebook Coaching Group & Much, Much More.**

Get it at HowToGetHiredFast.com/buy-the-book

**A note from the Author, Ronnie Schmidt, CEO,
Marketing Consultants Group, LLC**

This is not one of those “get rich quick” books or training programs that promise you will get hired fast for doing nothing.

Here is the deal.

The secrets, tips, tactics and trainings I outline and share with you in my **How To Get Hired Fast** New Teaching Books have worked great for me as I’ve been hired by 6 Fortune companies including **Fram Corporation, Amstar-Domino Sugar, Inc., Boise-Cascade, Inc., Cooper Vision, Inc., Bausch & Lomb, Inc.** and **Honeywell, Inc.** during my “corporate career”, hired and mentored many.

They are still working, and I believe they will help you too.

I am not suggesting that everyone who reads my new **Teaching Book** is going to get hired fast or even get a job offer implementing what I am teaching you.

I do not know much about the people who will read the book and it is likely that many of them will not get a job offer or get hired fast (especially if they do not follow the directions, use the many secrets, tips, tactics and teachings and work hard).

What is the valuable information contained in my How To Get Hired Fast book worth to you?

It could be worth thousands, will save you valuable time, and give you peace of mind knowing you are getting the secrets, tips, tactics and trainings you will need to get an edge over your competition and get hired fast now and in the future.

So be prepared.

Think about it.

The job of your dreams is waiting for you.

Go for it.



Best regards,

Ronnie

Ronnie Schmidt, Author, CEO
Marketing Consultants Group, LLC

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A note from the author, Ronnie Schmidt, CEO on how to get the most from this new teaching book.

If I wanted to get the most from my **New Teaching Book** as quickly as possible, I would do two things.

1. Read the **Table Of Contents** and determine which sections you were going to read first.

The book is divided into sections including:

PREPARATION

IMPLEMENTATION

NEGOTIATING YOUR BEST DEAL

SPECIAL BONUS SECTIONS

LEGAL

The book was written for both those starting their job seeking journey and veteran job seekers so there may be sections that you feel are more important to you than others depending on your experience.

Beginners may want to read the entire book straight through in sequence for it is written in a beginning to ending format of the hiring process, what you should consider and do first, second, third, and so on.

Veteran job seekers may just want to read specific sections that they feel would be most beneficial to them.

Each section has multiple secrets, tips and tactics that you can use to get to the head of the hiring line.

2. Since you probably read or listened to the sales page, listed below are the most important sales page bullet points and a brief overview of the most important things you will learn in this book now.

Here is a fraction of what you are getting . . .

***** How To Get “Inside” Any Organization (You Want To Work For) - Even if you are a complete "unknown".**

After you have determined which organizations you want to work for and done research about those organizations, do this:

1. Find out who the human resources manager or owner is, their contact information and mailing address.
2. Send them a copy of your resume with your picture in the upper corner of the resume.
3. Include a cover letter with your resume that tells the human resources manager or owner that you have researched their organization, feel you could make a positive contribution, and would be interested in pursuing an internship with the organization to see if there is a fit.
4. The reason you want to advise the human resources manager or owner that you have researched their organization is so they will know you have taken the time to find out about their organization, which most other applicants will not do.

5. The reasons you want to propose doing an internship with the human resources manager or owner is:
 - a. So, they know you are interested in taking the time to propose an internship and put your best foot forward,
 - b. So, they know you are serious about your intentions about contributing to their organization,
 - c. Most other applicants will not do this, so you will stand out from everyone else applying for the same positions.
6. Your cover letter should express your enthusiasm, interest and desire to pursue the organization and position yourself as being different from all the other applicants just filing an application.

It should open the doors to an important relationship with perhaps the two most important folks in any organization when it comes to hiring, the human resources manager and/or the owner.

7. You should follow up sending your cover letter and resume with a phone call to discuss the next steps necessary to get the appointment you will need with the hiring people, human resources or the owner regarding open positions or a potential internship with the organization.
8. Proposing and positioning yourself as willing to pursue an internship is important because it gets yourself inside the organization.

9. **IMPORTANT NOTE:** Please remember that an internship can be a work-with, an interview to discuss the internship, just about anything you and the organization's management can agree upon, any length of time, a day, several days, paid or unpaid, etc.

The organization may or may not have an internship program, but by proposing an internship, you will most likely peak the organization's interest in you and get you inside the organization, which is where you want to be.

But you must follow up after sending your cover letter and resume.

10. Most organizations would prefer hiring someone they know is:

- a. Seriously interested in their organization,
- b. Has done some work to find out about their organization,
- c. Has taken the initiative to commit to expending time to pursue their organization over someone who most likely just files an employment application and their resume.

11. Your cover letter interest, internship proposal and follow-up phone call will show you as being different from all other applicants. And most likely give you a competitive advantage on the inside of the organization with the folks you need to help get you to the next step in the hiring process.

IMPORTANT NOTE: For more information on how to get inside any organization read the **How To Get Inside Any Organization Section** on page **84**.

***** How To Turn An Interview In Your Favor**

When it is perfectly OK to not talk about yourself too much in an interview.

The absolute fastest way to turn an interview in your favor.

I will show you how to effectively interview the interviewer and have them love it.

Being hired by 6 Fortune 500 organizations during my "corporate" career and using this tactic was priceless.

It is a given that most people like to talk about themselves. In most interviews, the person who is interviewing you has your resume, has perhaps reviewed it prior to your interview, knows something about you and can ask you pertinent questions about your background, skills, character,

As the interviewee, you do not have the luxury of knowing much about the interviewer because you do not have their resume unless you do some investigation on your own and find out about that individual

A good way to find out more about them is to go to LinkedIn.com and read their profile.

Google their name, look at the company's web site.

In other words, gather as much background information about them from as many different sources before your interview.

The reason you want to do this is to show interest in the person interviewing you.

Most other applicants will not take the time to do this and so that will give you a huge competitive advantage because most people like to be recognized and have others recognize them.

Your interview should be a two-way conversational interview where you interview the interviewer and ask them questions and to share what they did .

Here are some examples.

What they did during their careers.

Their background, where they grew up, went to school, etc.

Where they see themselves in the next few years.

What they like about the organization they now work for.

What their management styles are.

Ask your interviewer any question you feel will help you to make a connection between you and your interviewer as well as to discover more about your interviewer.

The objective of the Interview Turnaround Tactic is to get your interviewer talking about themselves in a conversational way.

You can get interviewers to open up and minimize the time you must talk about yourself by maximizing the time they get to talk about themselves, everyone's favorite topic, themselves.

Your interviewers will most likely have a copy of your resume, so they already know a lot about you.

The most important question you could ask an interviewer to find out who they are thinking of hiring?

“If you were to describe the perfect person you want to hire for this position, how would you describe them?”

Ask this question and then listen very carefully to their answer.

Why?

Because you will want to use their answer of whom they envision hiring as the basis for presenting your own background as being a match for the perfect person they want to hire.

Also, here is the one loaded question most good interviewers ask to find out more about you and who you are.

The question they ask: “What are your weaknesses?”

It has been my experience in hiring folks that most job applicants have not thought about their weaknesses.

They say the wrong things and take themselves out of the running for the position.

The is only one “perfect” answer to that loaded question asked by interviewers, including myself, and that is that you

sometimes get impatient.

“Sometimes I get impatient.” is the perfect answer.

Why is that the perfect answer?

Because everyone gets impatient and an interviewer cannot use your answer against you as something negative.

Weaknesses are perceived as being negative by most people.

Say anything else regarding your weaknesses and you risk opening a can of worms. That could cause the interviewer to start thinking negatively when you say anything else. Your interviewer may be thinking, “I don’t need to bring this person’s weaknesses into my organization,” and put you at the end of the hiring line because of your answer.

IMPORTANT NOTE Please remember that some interviews are conducted not necessarily to hire folks but to weed out those they do not want to hire.

Because of small things people say or do not say, do or do not do in an interview are taken seriously by most interviewers, so you want to bring your “A” game to the interview.

In the back of most interviewer’s mind are many things, like:

Will this person be part of my solution or part of my problem managing him or her?

What attributes, skills, characteristics, etc. does this person bring to help myself and the organization?

How much time will I have to spend managing this person?

Will this person be capable of performing at a level that will help or hinder me?

How will this person fit in with the rest of my team and the organization?

So many more questions an interviewer may have in the back of their minds and never say them.

And so, you must think like an interviewer and ask yourself, “If I were the interviewer, how would I react to the things I say and do in an interview?”

With that being said, before any interview it is best to:

- a. Gather information about your interviewer to show them you are interested in them,
- b. Write down those questions you would ask your interviewer about themselves and their organization, and
- c. Practice your responses to questions you think your interviewer will ask, using your resume as the basis for what they might ask you.

IMPORTANT NOTE: There is more about turning interviews in your favor in **How To Turn An Interview In Your Favor Section**, page 93 and in the **BONUS SECTION**, page 112.

***** Say Goodbye To Endless Job Searches**

These new sources of job opportunities beat anything you have ever seen.

Easily get in front of perspective employers with money to spend and positions that need to be filled.

The secret is an irresistible combination offer that potential employers find hard to resist.

Forget the usual "routine hiring method".

This approach works much better and puts you right inside the organization with perhaps the most important person involved in hiring in the organization.

IMPORTANT NOTE: This bullet point in the sales letter about saying goodbye to endless job searches is covered in the **“Say Goodbye To Endless Job Searches” Section, page 80.**

***** The Most Important Checklists - Things you absolutely must do to avoid being tripped up and bounced to the end of the hiring line.**

Small details potential employers may be looking at may trip you up if they are not handled properly.

This most important checklist is critical to your success.

IMPORTANT NOTE: The above bullet point in the sales letter about the most important checklists is covered in **The Most Important Checklists Section** on page **96.**

***** The Resume Fix**

Why a slight, yet completely overlooked change to your resume and cover letters will skyrocket your ability to go to the front of the “applicant’s line” and get the appointment you will need to get the job you want and need.

Today lots of organizations ask you to submit your resume and application online so an automated system can scan your document and determines if it meets their criteria for continuing.

I do not know about you, but I have never in my experience seen or heard of a computer hiring anyone.

All the automation in the world can not make an intelligent decision about hiring anyone.

Most decisions are emotional to some extent and then backed by logic, not the other way around.

People hire people.

Your resume is a snapshot of you and your accomplishments, goals, skills, education, etc.

So what can you do with your resume to differentiate yourself from everyone else following directions and submitting their resume and application online?

Unfortunately, some organizations have decided to have online computers read your resume and identify key words and phrases to determine if there was a “fit”, without anyone even speaking with you or seeing you in person.

The first thing to do to differentiate your resume from everyone else is to put a color face picture at either top corner of your resume.

Why?

Because your picture will get more people's attention than a completely black and white document.

When I hired folks, our human resources managers would send me a stack of resumes and I would always read the ones with pictures of the applicants on the front page of their resume first.

Most times I did not bother to read resumes without a picture.

If you are interested in specific organizations, send your resume and cover letter directly to the human resource manager or owner of the organization you are interested in.

IMPORTANT NOTE: More information about this bullet point in the sales letter about fixing your resume is covered in **The Resume Fix Section**, page **83**.

There are five (5) sections I would recommend as must reading for everyone regardless of your background or experience.

They are the section on getting inside an organization,
HOW TO GET INSIDE ANY ORGANIZATION 84

The section on turning your interviews in your favor,
HOW TO TURN AN INTERVIEW IN YOUR FAVOR 93

The section on saying goodbye to endless job searches,
SAY GOODBYE TO ENDLESS JOB SEARCHES 80

The section on the most important checklists of things you must do to avoid being bounced to the end of the hiring line,
THE MOST IMPORTANT CHECKLISTS **96**

The section on fixing your resume to skyrocket your responses,
THE RESUME FIX **83**

Congratulations for making a smart investment in what will potentially be the most important book you will ever read on getting hired fast today.

PREFACE

Even though I help others through the entire hiring process, from preparing and beginning their search for their next best new job, to negotiating their best deal to when they do get an offer, that does not make me an “expert”.

What does make me a respected “authority” is that over many years, I discovered how to get hired fast, learned from other mentors and was hired by six Fortune 500 companies including: **Fram Corporation, Boise-Cascade, Inc., Amstar-Domino Sugar, Inc., Bausch & Lomb, Inc., Cooper Vision, Inc., and Honeywell, Inc.** in different industries.

How did I accomplish that?

By doing all the things that everyone else competing with me for the same positions either did not know to do, did not know how to do, did not want to do, and, or did not do.

I did those things and more to differentiate myself from all the other potential candidates competing for the same jobs and to get offers from the companies I wanted to be hired by.

What worked for me and what I learned, what I did and what I said will work for you too.

In fact, it will work even better today because I have learned more results-proven secrets, tips, and tactics and trainings along the way from other mentors.

And so, that will make it easier for you to find your next best new job, get an offer, negotiate and get hired fast.

I have also learned the time-consuming mistakes, errors and misjudgments to avoid as I have not only been hired by 6 Fortune 500 companies, but also hired many job applicants.

When you know how to differentiate yourself from everyone else among an array of potential candidates competing for the same position you are competing for, you will have a much better chance of getting hired fast.

And you will rise to the top of the hiring list where potential employers prefer to hire you instead of others, just like they did me.

Getting hired by many different managers in many different industries, what I did and did not do, how I did it and what I learned from others about the hiring process does make me an “authority” and I am here to help you succeed.

Because I have what many others claiming to offer advice do not have, proof of performance, actual results over a long time getting hired fast and getting the best job offers.

And nothing beats results.

While others may talk the talk and charge you a lot for their experience, I have been on both sides of the hiring process, getting hired fast and hiring others as a corporate executive and business owner.

I do know what I am talking about.

I have a track record hiring others which gives me a unique perspective other coaches and counselors do not necessarily have.

I know from personal experiences when candidates I have interviewed have made serious and not-so-serious mistakes, only to get dismissed as a viable candidate.

I know what potential candidates did and did not do, how it hurt their chances of being hired and I know what it takes to become a candidate everyone is anxious to hire.

Employers, coaches and counselors like myself not only know the skillsets necessary to succeed, but also know the preparation it takes to be a great job candidate. We also know how not to get cut from the hiring list for making some small mistake and to differentiate ourselves from the rest of the candidate crowd.

It is as simple as that.

Some may not realize it, but part of the hiring process for employers is to weed out those folks you would not hire.

And so, you want to bring your “A” game and make as few mistakes as possible.

What else will you learn in my new How To Get Hired Fast New Teaching Book?

Along with the many secrets, tips, tactics and teachings you will be getting in my brand new **How To Get Hired Fast New Teaching Book**, you will also be getting all the help you will need to:

- (1) Easily find the job opportunity that is the right fit for you,
- (2) Get inside any organization,
- (3) Get an appointment with the right hiring people,
- (4) Turn any interview around in your favor,
- (5) Negotiate any job offers you get,
- (6) Get hired fast, before someone else gets the job you want and need,
- (7) And much, much more.

You will learn more than trying things that others suggest that may or may not work.

Why listen to someone who does not have proof-positive results backing up what they know and say works?

For what others may “think, suggest or offer as sound advice” may backfire and hurt your chances of getting hired, let alone getting hired fast.

Why take a chance on doing or saying anything that will not work, especially for one of the most important things you must

do in your life, get hired?

Getting hired is stressful enough.

You do not need bad advice.

Believe me when I tell you that it will cost you big time, in wasted time and money, as earlier in my career I made some mistakes that cost me dearly.

So, here is my bottom line for you.

I am here to help you, writing and sharing what I know to be true. I am working for you and want you to succeed.

That is my most important objective and goal, your success.

I am sharing with you the best secrets, tips, and tactics you will need to succeed, for that is what a good manager or executive does.

Good managers work for their people.

Good managers give their people everything they need to succeed, so when their people pay attention, listen, and do what works best, they thrive, and not just survive.

Nothing pleases me more than to see someone's success because of the good advice, coaching and counseling I have shared with them.

My purpose is to help you alleviate some of the pain and suffering we have all gone through in the hiring process and could easily trip you up from acquiring the best offers and jobs.

With that being said, did I always seek the best advice and best counsel?

The answer is “no”.

I was not taught how valuable successful mentors could be and in some cases I had to learn some hard lessons.

Good mentors and managers are the go-to folks you seek when you want the truth from their experience, advice and counsel.

It is solid advice you can take to the bank.

Someone whose opinion you value and will follow because you trust that they know what will help you because of their experience.

Not just someone’s opinion.

For everyone has opinions, not necessarily good advice.

Today, after many years in my early career of not seeking the best advice and counsel, I have learned to seek the absolute best advice from the best mentors and managers, folks who have been there and experienced what I needed to know.

I also listen to all counselors before deciding on a course of action.

I have paid dearly for not getting great advice when I was younger and have had to learn the hard way many times.

And believe me it cost me lots of time, money, self-esteem and just about everything else that is valuable to you and me.

And so, if I had to change one thing about my business career, I would change the fact that I did not seek good mentors and managers early on in my career.

Their solid, results-proven advice and counsel could have easily saved me lot of pain, chaos, and confusion.

That is why I want to do a great job for you, sharing all my “results-proven” knowledge so that what I know works, based upon doing what works, will work for you.

Why?

Because what I know is this.

What you do not know, especially regarding finding your best, next new job and getting hired fast, can hurt you.

If you associate with and seek the guidance of people who have already been there and done that, you will more likely prosper via their mentorship.

And avoid the pain of failure we have all experienced.

What you will also learn in my **How To Get Hired Fast New Teaching Book** is that there is little fluff.

Most could not afford to pay me for what I have learned over the years and put in this book as a simple system-like approach with key points just about anyone can understand.

But you are getting the secrets, tips, tactics and teachings you will learn here as if I were personally coaching you through the hiring process.

You are getting all of mine and other's experience and wisdom for a fraction of what others have paid to discover and learn from these "results-proven" secrets, tips, tactics and teachings.

Do not worry or get frustrated because you may not have been as successful as you would have liked to have been before.

Because I am going to pull back the curtain and share with you those things that will hopefully fast forward you to a new, bright future, now and forever.

Because once you have learned and used these never-revealed-before secrets, tips, tactics and teachings in my New Teaching Books you may never have to be frustrated, worry or fret again about finding your next best new job, getting hired fast, and negotiating the best deal for you.

Your wise investment in learning what to do and how to do it

will pay dividends now and in the future.

Because the hiring process has not changed much over the years, people, for the most part, still hire people.

Today's technology makes it that much easier to find the organization you may want to work for, get the best offers and get your dream job.

Doors that were never open before with opportunities that were never available before can now be easily opened.

The changes in today's technology, the web sites crammed with time-saving information are there to give you an advantage in finding your dream job, finding it quickly, and using the many secrets, tips, tactics and teachings to get hired fast.

I help you get inside the organization you want to work for while others have their noses pressed up against the windowpane trying to find a way to get inside to get an opportunity to be heard.

But first, I do recommend you ask yourself some serious questions to find out more about yourself, where you will be most happy and fit in when considering your career choices.

What are my strengths and weaknesses?

What and where are the best opportunities for me?

What specific opportunities and organization should I consider that would match my personal interests?

These are just some of the questions you should ask yourself and consider even if you are just starting out in your search for the right opportunity or are a veteran having worked for many different companies in many different capacities.

We are not going to be able to help answer those questions for you here right now.

I would suggest you take time to do some introspection. Not only about the job opportunities you would like to pursue but also find out more about yourself and what you really want and need.

For only you know what you will like and what you do not like, what you are comfortable with and not comfortable with, where you want to be in your career and where you do not want to be.

The best way to find out your preferences is to do a personal assessment where you can discover more about your strengths and weakness, your likes and dislikes, where you want to work and do not want to work.

Once you evaluate your own personal assessment, either through an online test you can administer yourself or with the help of a coach or counselor, you will have a better perspective of where you are headed in your job search and not waste time considering opportunities that will not be a fit for you.

Once you know what you really want and need personally, I am going to be sharing things that pertain to the different phases of the “hiring process” from your initial preparation to and

including negotiating your best deal to help you through the hiring process and get you what you really want and need.

To find that job of your dreams, get the best job offers that match who you are, what you want, where you want to be now and in the future.

I will help you get the results you want, without you spending a fortune or sacrificing your time.

I am thrilled that you are spending time to make an important life-changing investment in your career and your future. And by investing your time, you will gain a distinctive edge over your competition in this highly competitive economy.

I have enjoyed writing this book for you.

I wish you all the success as we dive into what perhaps will be the most important New Teaching Book you will read today.

I hope to hear of your great success in the future.

About Ronnie Schmidt, Author, CEO Marketing Consultants Group, LLC

Ever been frustrated trying to find the job you want and need, get hired quickly and get the best offer?

If so, join the group.

Here is where your frustration may end.

Author Ronnie Schmidt, CEO of the Marketing Consultants Group, LLC was hired by six Fortune 500 companies including: Fram Corporation, Bausch & Lomb, Boise-Cascade, Amstar-Domino Sugar, Cooper Vision, and Honeywell over his corporate career.

He has hired and mentored many and for the first time shares his never-revealed-before, new “results-proven” secrets, tips, tactics and teachings including his **How To Get Inside Any Organization, How To Turn An Interview In Your Favor, The Most Important Checklist, The Resume Fix** tactics and much, much more in his exclusive, must-have, results-proven **“How To Get Hired Fast” New Teaching Books.**

This **“How To Get Hired Fast” New Teaching Book** was written to provide you with Ronnie’s and other mentor’s experiences.

It helps you get a competitive advantage over other potential candidates seeking the same job opportunities, find the best job offers and get hired fast before someone else gets the job you want and need.

Because what you do not know about getting hired fast *can hurt you.*

WHY LISTEN TO RONNIE SCHMIDT?

Ronnie Schmidt and his sales staffs have been responsible for sales during his 49-year sales management and marketing career for such Fortune 500 industry leaders such as **Fram Corporation, Honeywell, Inc., Boise-Cascade, Inc., Bausch & Lomb, Inc., Cooper Vision, Inc., Amstar-Domino Sugar, Inc.**, and is **Founder** and as **CEO** of the **Marketing Consultants Group, LLC** and **Worldwide Media Corporation** in the automotive aftermarket, commercial building control systems market, industrial food manufacturing market, real estate construction, ophthalmic medical market, marketing, publishing and advertising mediums markets.

He has a broad base of experience and a solid foundation for training and teaching.

Since 1999, he has founded the following companies, **Marketing Consultants Group, LLC** (MarketingConsultantsGroup.com), **Worldwide Media Corporation** (WorldwideMediaCo.com), **Medical Benefits Consultants, LLC** (MedicalBenefitsConsultants.com) and **The Family Publishers, Inc.** (TheFamilyPublishers.com)

A strategic marketer with a creative, practical, results-driven marketing and sales mind, Ronnie has developed powerful selling systems solutions like his **Audio Home Tours Marketing Systems**, exclusive new ad mediums including his **Indoor Digital Signs Advertising Networks, Advertising Airships Fleets, Aerial Extravaganzas Fleets**, and results-oriented concepts like: "**Interactive Marketing**", "**Targeted**

Broadcast Marketing", "Because Marketing Systems Work – While Everything Else Eventually Fails", "Empowering Your 'Unpaid' Sales Force", "Breaking The Deadly Silence Of Real Estate's Unpredictable Silent Marketing" as well as his exclusive “Consumer Friendly Marketing With THE WOW FACTOR”.

He co-authored **White Paper – Case Study “Why In-Store Digital Advertising? Who Wins? The Store, Consumer Or Advertiser?** with research and commentary provided by Steven Keith Platt, Director and Research Fellow at The Platt Research Institute

He authored **“Why Aerial Advertising? Can Advertising With An Airship (Blimp) Be More Effective Than Traditional Forms Of Advertising?”**

He earned a Bachelor of Arts Degree from Pennsylvania State University in General Arts And Sciences, Pre-Law.

Having already achieved these accomplishments, why did Ronnie take the time to put everything he has learned over many years down on paper and write this exclusive “results-proven” **“How To Get Hired Fast” New Teaching Book?**

Because he never realized the priceless advantages of having great mentors during high school or college, especially when he started his corporate sales and marketing career after college.

Now he can give back to others and share his “results-proven” knowledge about successfully getting hired.

It is his pleasure to be able to help others through these extremely turbulent times, when help is needed for those who have been laid off, lost their job, furloughed, or had their hours and pay cut, their world turned upside down through no fault of their own.

He is obsessed with giving back to those who need the results-proven mentorship of someone who has been there, done that, and been successful in getting hired.

He has taken it upon himself to show you his and other's results-proven secrets, tips, tactics and training that worked then and will work even better now.

Providing you with ways to differentiate yourself from other potential candidates competing for the same positions to give a competitive advantage to get the best job offers, now and in the future.

WHO ARE OUR “HOW TO GET HIRED FAST” NEW TEACHING BOOKS FOR?

1. Anyone who wants to avoid the pain of making small but critical mistakes in the hiring process that minimizes their chances of being hired for the best job offers.
2. Anyone who wants to get a competitive advantage over others competing for the same job opportunities in a highly competitive economy.
3. Anyone who wants to profit from the “results-proven” experience of a mentor hired by 6 Fortune 500 companies who has hired many over his 49-year sales and marketing career.

“It’s always good to learn from mistakes. Hopefully, they are other people’s mistakes.” – Warren Buffet, Chairman, CEO Berkshire Hathaway

**WHAT'S INCLUDED IN OUR NEW TEACHING BOOKS
TO HELP YOU GET WHAT YOU WANT AND NEED?**

Common sense advice and new “result-proven” secrets, tips, tactics, teachings to master the hiring process and much more.

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