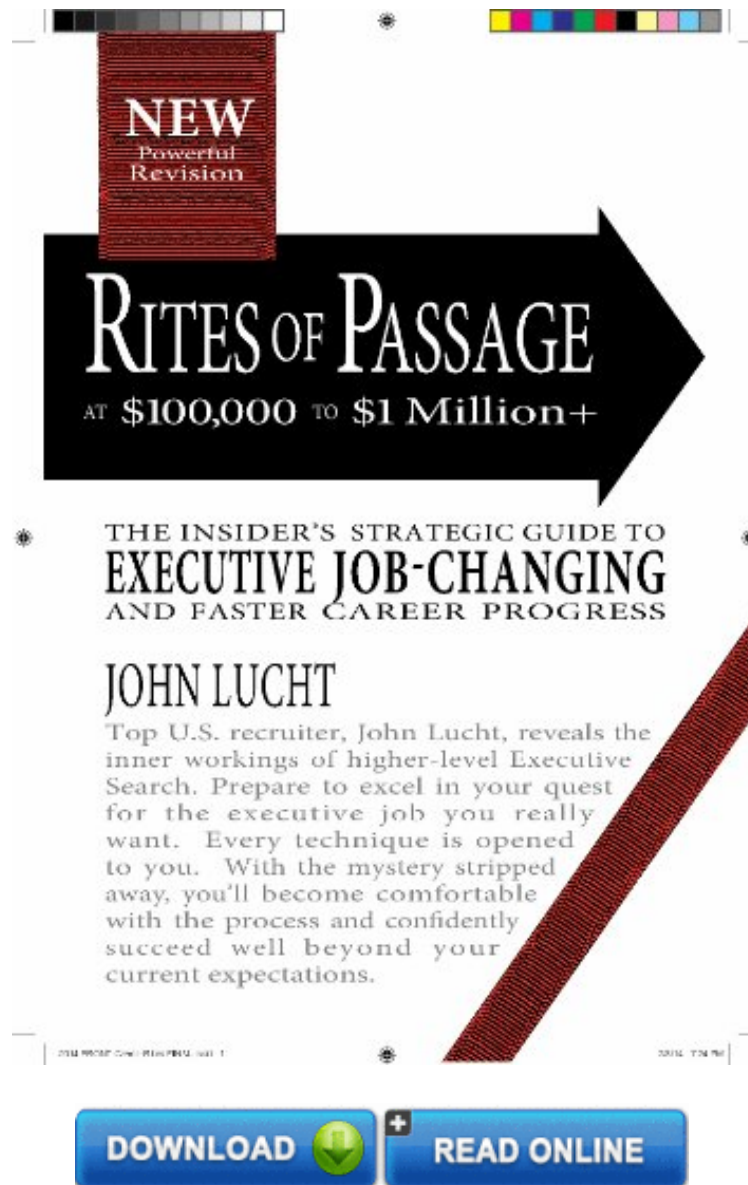


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## Rites of Passage at \$100,000 to \$1,000,000+

John Lucht

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**John Lucht : Rites of Passage at \$100,000 to \$1,000,000+** before purchasing it in order to gage whether or not it would be worth my time, and all praised Rites of Passage at \$100,000 to \$1,000,000+:

3 of 3 people found the following review helpful. Belongs on your bookshelfBy Arild JensenThe Rites of Passage belongs on anyone's bookshelf who's interested in actively managing their careers and gain that extra edge. Even if you're not close to \$100k, the book gives you valuable insight into that realm. Understanding your boss and your boss' boss will make you a more valuable employee and may advance your career more than you realize.If you are at \$100k+ I can't imagine successfully managing your career without Lucht's insight. His decades of experience will help you manage transitions properly and in a proactive manner.My only minor gripes are (1) The typesetting. I have a nagging feeling he did this himself, it could definitely be done better (2)The minor section on usage of the Internet is

dated and could be done better. I doubt John had someone appropriate look this over. Still, he earns top rating. Thanks to manager-tools.com for recommending this book. 0 of 0 people found the following review helpful. Really well done book on changing jobs when you're at executive levels of income By B. Wood This book came recommended to me by my old boss and it definitely did not disappoint. I do not necessarily take everything in here as gospel (nor would John want you to), but there's so much good advice in here that I built my resume according to many of his philosophies. He would actually tell you NOT to take everything as gospel. Take the pieces that work well for you and move on with the rest. It also has incredibly helpful information about the recruiter world that will come in very handy when you deal with recruitment firms. 10 of 11 people found the following review helpful. On-line Rites By John Purcell John Lucht has been a recruiter for 30 years and has been writing executive guides for nearly as long. You need to get this edition as he has thoroughly updated his material to explain rules, procedures, and protocols for job-hunting on the Internet. I was an unemployed executive for nearly a year before landing my current position and Lucht's book is the roadmap for any similar journey. He has insightful sections on resumes, cover letters, severance negotiations, outplacement, networking, references, as well as the better known how-to-guide for dealing with all stripes of recruiters. Don't get hung-up on the title. While Lucht is most familiar with recruiting at the C-level, most of this applies equally well for managers, directors, and experienced professionals. The only criticism I have is that Lucht is focused on job-hunting in strong markets, and needs more analysis of today's humbling markets. He is fairly critical of the typical outplacement service that considers it a success when they place laid-off software executives as owner-operators of ice cream parlors and coffee shops and franchisees of muffler and transmission repair stores. Lucht also thoughtfully debunks a lot of media myths about finding work without a resume or a network. His promotion of direct mail as a marketing tool sounds old-fashioned but it works if you understand that less than 1% of your mail will yield leads, but these are likely leads that would not have been otherwise obtained. Lucht also has built a useful website and avoids the high fees and endless cross-promotions that his competitors favor.

Available for the first time in paperback, this is a fully updated and revised edition of Rites of Passage. Originally published in 1988 with over 400,000 copies sold, this new edition is even more comprehensive, more personal, and presented with more humor and fun. This is not your typical boring career book. It is an engaging, fun read that has proven effective in matching executive level people with executive level jobs. This book explains all the powerful tools the reader needs to achieve maximum career progress and fulfillment. Lucht reveals the inner workings of high-level Executive Search preparing the reader to excel in their quest for the executive job they really want. Every technique is discussed with the mystery stripped away so readers will actually begin to enjoy the process and confidently succeed far beyond their current expectations.

.com John Lucht, an executive recruiter during the past three decades for some of America's top corporations, knows what it takes to snag a new six-figure job. Rites of Passage at \$100,000 to \$1 Million+ is his newly revised guide to the ins and outs of a search for a job that ends in success. It promises a "comprehensive cram course in accelerating your career"--a contemporary corporate equivalent of the traditional initiation into adulthood from which it takes its title--updated for the cyber-age. And it delivers, with Lucht offering inside tips on the basic routes to a new executive-level position: personal contacts (i.e., "ask for a reference instead of a job"); networking ("never fail to get into the office of anyone whose name is mentioned to you, never depart with less than three new names"); executive recruiters ("understand their hidden financial arrangements"); direct mail ("write to the CEO or a person two levels above your target job"); and the Internet ("insert plenty of the right 'keywords' so that the computer will find your resume"). Extensive online references are also included throughout, and the material is presented in a way that's easy to understand and implement. --Howard Rothman "John Lucht's book is about as complete as any book on this far-ranging subject possibly could be." --The Philadelphia Inquirer "This book is for anyone looking to change jobs, get a job or sit pretty!" --Daily News