



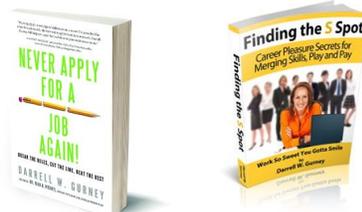
"I want you to
PRINT THIS PAGE
and TAPE IT TO
YOUR WALL SO
you will remember to
attend our content-
rich teleseminar ...



~ Darrell W. Gurney

Teleseminar Dial-In Details

Date: Wednesday, February 15, 2012
Time: 5:30pm PST / 8:30pm EST (dial in 5 min early)
Dial In: 218-936-7999
Passcode: 840504#
Topic: "Get Clear, Get Connected" Covering the principles of the new books [Never Apply for a Job Again: Break the Rules, Cut the Line, Beat the Rest](#) and [Finding the S Spot: Career Pleasure Secrets for Merging Skills, Play and Pay](#)



Tips To Get The Most Out Of This Call

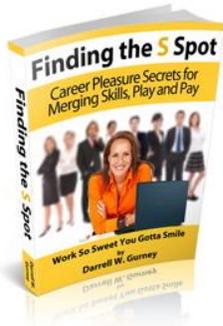
1. Print this sheet out so you can **write** and take notes during the call
2. Think of how to quickly **implement** 3 ideas from the call
3. Make a deadline to take **action** on your insights

SPECIAL NOTE: This teleseminar starts on time according to www.Time.gov To not miss any content, and to avoid the lines maxing out, your courtesy in dialing in 5 minutes early is appreciated.

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DARRELL W. GURNEY (www.CareerGuy.com), Executive/Career Coach and 20-year recruiting veteran, supports people at all levels to make profitable transitions or create thriving businesses. He is the author of [Never Apply for a Job Again](#) and a personal and business brand strategist. His Stealth Method™ of networking has helped many individuals expand their reach within careers and new client circles. "LIKE" CareerGuy at www.facebook.com/LifeWorkPlanning and get 2 FREE audios and 2 FREE eBooks.

Your Get Clear, Get Connected “Notes Sheet”



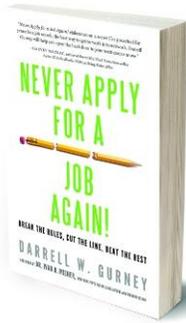
Getting Clear: [Finding the S Spot: Career Pleasure Secrets for Merging Skills, Play and Pay](#)



Notes:



Notes:



Getting Connected: Never Apply for a Job Again: Break the Rules, Cut the Line, Beat the Rest

The Rules to Start Breaking

Ingrained from Childhood Experience

Don't Talk to Strangers

Mind Your Own Business

Wait Your Turn

Play Fair

Don't Speak Until Spoken To

Don't Toot Your Own Horn

Don't Bother People

Play by the Rules

Implied by Life Experience

Don't Stand Out

Stick With One Thing

Don't Be Pushy

Avoid Rejection at All Costs

Do Things the Right Way

Don't Ask for Favors

Important People Don't Have Time for Me

Follow the Proper Channels

Notes:

The 4M Method™ of Career Management

M meet people in a

M memorable way so as to stay top of

M ind and

M aintain those relationships for life

Notes:

The 10 Time-Tested Principles for Launching an Effective Stealth Campaign

Principle #1: The Best Way to Get a Job is Don't Be Looking for One

Notes:

Principle #2: An Ounce of Research is Worth a Pound of Job Search

Notes:

Principle #3: A Question-Able Person Creates Enthusiastic Relationships

Notes:

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Principle #4: You Can Always Use More Information...and the Higher the Altitude, the Better

Notes:

Principle #5: A Friend in Need Doth Repulsion Breed

Notes:

Principle #6: Call Me Expert, I'll Open My Door

Notes:

Principle #7: Eyes to Eyes Gets You the Prize

Notes:

Principle #8: Building Relationship Equity...One Meeting at a Time

Notes:

Principle #9: Top of Mind is Easy to Find

Notes:

Principle #10: Treat Yourself Like a Business to Stay in Business

Notes:

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Darrell W. Gurney

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10 New Year's Command-Your-Career Resolutions

With unemployment dropping and job growth increasing, the start of 2012 promises more opportunity to have a say in your workday. Whether it's getting back on the horse of a committed job search or taking this chance to expand from what you've settled for during lean years, the time is ripe for movement.

To both renew your confidence and remind you of your ultimate, "the-buck-stops-here" role in your own career possibilities, here are **10 New Year's Command-Your-Career Resolutions** to put the "I" back in pride and the "me" back in meaning.

Based on the principles of the new book *Never Apply for a Job Again: Break the Rules, Cut the Line, Beat the Rest*, declaring these resolutions for yourself will have you tapping into the power of relationships and hidden career opportunities like never before.

You've heard the biggest fear of humans is public speaking... and

New Year 8-Week Career Transformation Program

Starts March 6! Only 12 Seats! Click Here to Register Now!

Catch the Complimentary Teleseminar Wednesday Feb. 15!

(Click Here)
Never Apply for a Job Again: Break the Rules, Cut the Line Beat the Rest
Amazon B&N
Foreword by...
Dr. Ivan R. Misner,
Founder of BNI

Final Gift! Email Darrell within 24 hours of the end of tonight's teleseminar and offer your authentic testimonial as to the value of this call and receive your choice of either:

- 1) A free audio download of Your Top Career Networking Questions Answered with Richard Bolles (\$9.97 value) OR**
- 2) A \$50 Gift Certificate towards a Career Review Session to take place within the next week.**

Be sure to note which option you prefer to Darrell@CareerGuy.com

**For Those On the Call to the Very End,
I will have an extra special "Special"**

What is a Career Review Session?

This 90-minute, one-on-one phone session gives us an opportunity to determine the areas you would like to develop and expand upon in your career. At the conclusion of the session, I personally walk you through a written summary of **What's Working, What Needs Attention, and What Next Steps** need to be considered in your passion-based

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career growth. This session alone generates enormous insights for clients and is an incredible stand-alone value...**ESPECIALLY** helpful during career transition.

What Folks Have Said About the Career Review Session

"My initial 1½ hours with Darrell was the best return on investment I've had in quite some time. After speaking with me for a short period and asking an occasional clarifying question, Darrell was able to shed light on why certain things resonate/work for me in my work life and why certain aspects leave me with a vague sense of discontent. I was able to see clearly what my primary drivers are and extrapolate to what might work/not work for me in the future...and, more importantly, what I find most satisfying. I would describe the process as bringing things I was already somewhat aware of into sharp focus." —Luanda G., Harvard MD and Clinic Director

"Insightful, positive, and motivating Darrell was able to extract with razor sharp precision, the core essence of my unique value to employers. These revealing observations about my successful personal characteristics gave me tremendous confidence during a recent interview. It awakened critical awareness about my marketability, my deepest desires and goals, and how I can go about attaining them. From this, I feel very enthusiastic about 2010 and what it will bring for me. Darrell is a fabulous coach and motivator!"

—Jeanne C., Senior VP Marketing

*"I have to admit, I was a little skeptical about how someone can gather information about you in 70 minutes and then provide you w/a written summary in 20 minutes. Darrell quickly cleared my skepticism after I began to read his summary from my Career Review session. His analysis/assessment was mind blowing for me because he was able to 'very eloquently' articulate my strengths, which confirmed what I had been sharing with others about myself. After the session, I felt empowered, confident, and yet a little scared, which caused me to think about this quote 'Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure. It is our Light, not our Darkness, that most frightens us' (Marianne Williamson). However, the light revealed by Darrell and the next steps he provided will be my motivators and driving forces to fulfill my passions and vocation. What an **AWESOME** experience!"*

—Monica M., HR Professional

"The Career Review session left me with a greater self-appreciation...and knowingness that the path before me is not as daunting as it seemed previously."

—Mary G., Senior Marketing Manager

"I would never have been able to look at myself in the mirror in the way you enabled me to. The way you were able to link to my past experiences from childhood to present day and come up with a game plan going forward makes this session worth every dollar. I now have a renewed sense of direction where I need to be."—Justin C., Financial Advisor and recent grad

"Telling you about myself and answering your questions was revealing, even to me. I could hear myself say things in a way I hadn't heard them before. The best part was hearing, from pretty much a complete stranger, that I'm okay. To hear that even though many have said that what makes me me is a weakness, it is in reality my real strength... now I only need to harness

it and direct it toward the right people. I feel vindicated! I'm very much impressed with what I received. Thank you, Darrell!"—Donna L., College Adjunct Instructor

"The Career Review that I received was priceless! Darrell informed me of my strengths and the areas that I need to improve on. This has helped to build my confidence when speaking with future employers. I have also learned how important networking is in order to have a successful back-door approach."—Andrea J., Account Executive

"It feels like I finally got 'seen' -- not only by someone else--but mostly by me! I never before saw those areas of my strengths Darrell pointed out! I am now more hopeful and seeing possibilities! In fact, I'm seeing the possibility of a Big Possibility! After my initial consultation with Darrell, I took a long, deep breath. I feel like there is a light at the end of the tunnel and I just have to put my feet on the track and start walkin'!"—Barbara W., Image Consultant

And Check Out This Email Received After a Career Review Session

From: Charles H.
Sent: Friday, October 29, 5:08 PM
To: 'Darrell Gurney'
Subject: RE: Money Saving/Making Deadlines Approaching

You're back in town!

Funny how when it rains it pours. In the last 10 days: I phone-interviewed with [Major Record Label 1]; [Major Record Label 2] proposed promoting me to attorney (assoc. director of bus. affairs for a new company they're forming); I interviewed in person with [Major Record Label 1] and got the unanimous approval of the lawyers to hire me; I got an offer from [Major Record Label 1]; I went back to [Major Record Label 2] without telling them i had another offer, but didn't like what they had to say; and I accepted [Major Record Label 1]'s offer to start asap as associate director, business and legal affairs for [Major Record Label 1]. Now, of course, I have to withdraw my name from consideration at [Major Record Label 2] and resign...as soon as i get my offer letter from [Major Record Label 1].

The whole time, I was thinking: Darrell's out of town, and I sure could use some advice. :-)

I'm sure I'm making the right decision, and wanted to thank you for your assistance in creating a career autobiography (or personal map) that helped me identify my preferences and trends. I used what I learned with you in my conversations with [Major Record Label 1], and can move forward fully confident that this new opportunity will prove the kind of deep-end learning experience that I utterly enjoy. This time, thanks to your help, I'm jumping in strategically and thoughtfully rather than "accidentally".

Your client goes from borderline despair to new opportunities after just one meeting and a follow-up. Darrell, is this a record for you?

All the Best,
Charles H.