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Foreword

There are likely only five people standing between you and the one who can help you secure your ideal work situation, according to The Six Degrees of Separation theory made famous by US psychologist Stanley Milgram in 1967.

Recent experiments have slashed the six degrees down to only three, due to technological advances such as the World Wide Web and it's many forums for social networking. This means there may be only two people between you and the one who can help you the most in your job search. Your job over the next few weeks is to figure out who these two to five people are.

Just after I'd completed writing the manuscript that would become this book I helped a friend with her trade booth at a Science Fiction and Fantasy conference.

Half way through the second day, Kristy, a young woman working at the booth across from us approached me. She had overheard me talking about writing books and was curious to know what I was writing about. When I told her my new book was a step-by-step guide to successful job search by phone she became very excited. "Wow, I need to learn that. I need to find a job by the end of this school semester." Kristy said.

I asked Kristy what kind of job she wanted and she said it didn't really matter as long as it paid the bills and allowed her to save enough to pay for her next semester at University. I suggested that if she was going to search for work, she might as well go after a job she'd love. "What would your ideal job be?" I asked. She told me she'd love to get a job doing research in the field of Biometry and Epidemiology because that was what she was going to begin studying in the fall and eventually she wanted to give University lectures on the topic.

Biometry and Epidemiology were two words I'd never even heard before let alone known anything about, however, I suggested she go ahead and make some calls to explore the potential job market. Kristy resisted, as many do, by saying she wouldn't know who to call, didn't know anyone working in that field and hadn't met any of the professors yet. I told her she didn't have to know anyone and explained how the Three Degrees of Separation works for job seekers. I sensed Kristy's disbelief in the theory as she nodded her head, shrugged her shoulders and walked back to her booth.

An hour later I went up to the hotel restaurant for lunch and ran into Herald, a friend I hadn't seen in years. Within minutes, Herald was telling me that his daughter Gizelle had recently earned her PhD from the Medical

University of Southern Carolina and was now consulting and giving presentations in Biometry and Epidemiology.

My jaw dropped. An hour earlier I'd never heard of Biometry and Epidemiology and now I discover I have a close connection to a professional in the field. I got goose bumps realizing Gizelle was three degrees separated from Kristy: Herald and I were the two people between Kristy and Gizelle.

Like Kristy, you are a lot closer to your ideal work situation than you may think. Now is the best time for you to define your ideal job, discover what makes you a perfect candidate and start communicating this to everyone.

This book is about building relationships on the phone, using simple, clear, and congruent communication. It is intended to help you create a time-efficient and cost-effective job search system that consistently generates new work opportunities for you to consider.

You can Reach HIRE *faster* and the material in this book helps you do it.

About the Author

Recognized and highly regarded as a leader in the field of business communications, Debra Taylor offers Job Seekers and Career Changers a wealth of expertise gleaned from 30 years in the sales arena plus 10 years in employment services.



As a Transformation Specialist, Debra's unique ability to simplify complex processes and deliver practical, proven-effective strategies help her clients eliminate obstacles appearing to block their road to success.