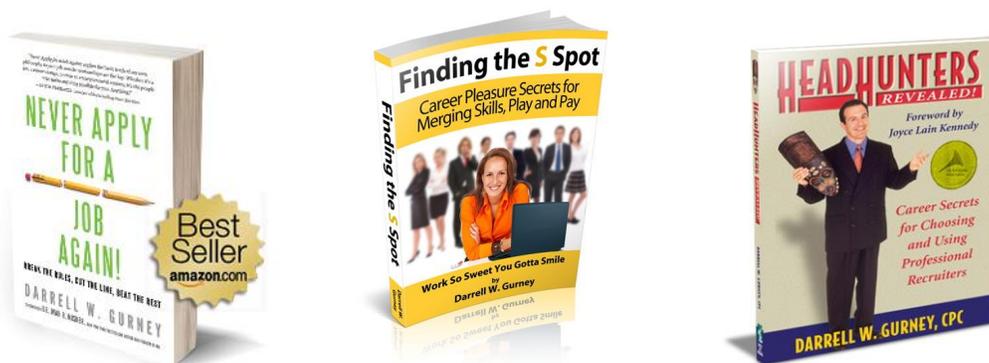


Books by Darrell W. Gurney, CareerGuy.com



Darrell's most recent Amazon bestseller is [**Never Apply for a Job Again! Break the Rules, Cut the Line, Beat the Rest**](#), in which he teaches mid-careerists as well as new grads how to design relationship-building research projects in order to accomplish career moves generally impossible through the front door. This same method was what had Darrell, at the age of 24, meet with the CFOs of the top seven Hollywood entertainment studios in their offices within two months, and land a role in international theatrical distribution *without going through HR*.

Never Apply for a Job Again! Break the Rules, Cut the Line, Beat the Rest has garnered major endorsements from recognized leaders of business, bestselling authors, networking gurus as well as professionals and new grads, and received a Foreword from Dr. Ivan Misner, the Father of Modern Networking.

"Never Apply for a Job Again elaborates on a secret I've preached for years: in a job search, the best way to get to work is to network. Darrell Gurney will help you open the back door to your next career move."

—Harvey Mackay, author of the #1 New York Times Bestseller *Swim With The Sharks Without Being Eaten Alive*

"Whether it's building wealth through a job or your own business, Darrell Gurney shares how to connect with people through whom that abundance will flow."

—T. Harv Eker, Author of the #1 New York Times Bestseller *Secrets of the Millionaire Mind*

"Never Apply for a Job applies the basic truth of my own philosophy to your job search: relationships are the key. Whether it's a job, a career change, or even an entrepreneurial venture, it's the people who make anything possible for you. Anything!"

—Keith Ferrazzi, co-author of the Bestselling *Never Eat Alone*

"I've read stacks of books on networking over the years, but never one that shows in such simple terms not only how to go out and meet whomever you want, but how to climb into their good graces."

—Joyce Lain Kennedy, Syndicated Columnist, Tribune Media Services

"Never Apply for a Job Again applies tribal dynamics to communicate and get known. Future corporate leaders must have the ability to put 'career tribes' in place and start building teams even before they're hired. This book shows you how."

—Dave Logan, *New York Times* #1 bestselling coauthor of *Tribal Leadership* and *The Three Laws of Performance*

"Never Apply For a Job Again is what everyone needs to understand about how the hidden job market works. Get it and use it before the secrets get out on WikiLeaks."

—Penelope Trunk, the original Brazen Careerist, author, blogger, entrepreneur



Darrell's follow up to *Never Apply for a Job Again* was the eBook, [*Finding the S Spot: Career Pleasure Secrets for Merging Skills, Play and Pay*](#). Readers of *Never Apply* agreed that the research method was the best way to get known in passionate fields of interest, but many didn't know what their passions were.



Focusing on helping people discover their unique realm (“Sweet Spot”) where what they do well and what they love to do comes together with how they will be paid by the market, *Finding the S Spot: Career Pleasure Secrets for Merging Skills, Play and Pay*, addresses finding one's passionate interests and direction by taking into account the physical, mental, emotional and spiritual dimensions of career.

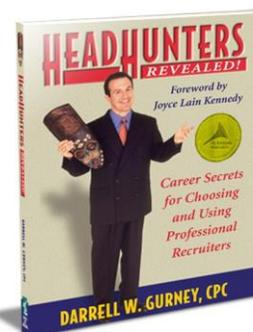
“All of us are searching for our career sweet spot, but rarely know how to do it. Darrell gives you the tools and road map to find the optimal career and to do it on your own terms. For anyone wanting to better their life and follow their calling, this is required reading—whether you're just entering the working world or retiring and beginning a second career.”—Joe Platnick, Partner, Venture Capital Firm

“Every so often along comes a book that feels more like a conversation with an old friend. It seems to know you, it asks all the right questions and at the end it holds up a mirror showing an insightful reflection. Finding the S Spot is that book! The questions keep coming, the sequence makes a lot of sense, the advice is priceless and the result is unexpected. It is well worth the read and the time invested. I enjoyed and I am sure you will as well.”
—Alex Marinescu, MBA, Sales Manager/General Manager

“Finding the S Spot playfully suggests insightful and clever ways of determining your next career move. As someone recently leaving undergrad, I would not have thought rigorously about my physical environment, for example, nor would I have united multiple job descriptions to create a new one of my own. Finding the S Spot is a useful tool on the path toward satisfying employment.”
—Camille Bridges, New Grad and Management Consultant

Darrell Gurney's first, award-winning book, [*Headhunters Revealed: Career Secrets for Choosing and Using Professional Recruiters*](#), received rave endorsements, was reviewed in Publishers Weekly (the foremost review in the book world), and won the 2001 Clarion Award for Best Book from the Association for Women in communications.

“In many industries, recruiters are the key to a fruitful job search. Darrell W. Gurney's friendly and concise Headhunters Revealed! Career Secrets™ for Choosing and Using Professional Recruiters is a welcome resource. With helpful checklists and bulleted summaries, Gurney explains in upbeat, chummy prose all there is to know about the recruitment process—from what headhunters actually do (hint: it's more than just peddling resumes) and why they can help your career to the best way to make yourself an attractive candidate.”
-Publishers Weekly



“For some reason, the field of executive recruiting has always been cloaked in mystery, perhaps because recruiters deal with only a select group of candidates. Gurney, a Certified Personnel Consultant who has practiced for 14 years, reveals why recruiters exist and what they do. He explains the differences between contingency and retained recruiting. He suggests how to capture the attention of recruiters and lays out the advantages of working with them. Gurney advises what recruiters want to hear in an interview and what they want to see on a resume, and offers Web-savvy tips throughout.”
-David Rouse, American Library Association's Booklist

"Executive Recruiters hold the key to the hidden job market. This straight-forward book shows you how to make this resource work for you."

-Wayne Cooper, CEO, Kennedy Information, publisher of *The Directory of Executive Recruiters*

"Headhunters Revealed! is an excellent and much needed guide to tracking down and working successfully with recruiters when you are looking for new opportunities. Everyone tells you to connect with these professionals, but only Darrell tells you how."

-Margaret Riley Dikel, author of *The Riley Guide* and co-author, *The Guide to Internet Job Searching*

"Darrell's expansive knowledge of the job search arena enables him to reach both the novice and experienced job seeker. The examples and illustrations are 'on target' with accepted career strategies. This book is a must read for unhappily employed and unemployed professionals at all levels."

-Howard Pardue, Fortune 500 HR Director, and former VP/Managing Director of Right Management Consultants

Darrell recently completed a reality show pilot titled [Dream Job Life](#), which won the Audience Choice Best Webisode Award at the New Hope Film Festival in 2016.



Lastly, coming soon is another book that has been 15 years in development, specifically addressing the midlife and career challenges of 40-60yr olds (the Boomers): ***The Back Forty: The Ride of Your Life. 7 Critical Embraces to Inspire a Radical Second Half of Play, Passion and Purpose.*** Stay abreast of the book's development and grab *The Top Ten Tips for a Radical Second Half* [here](#).



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