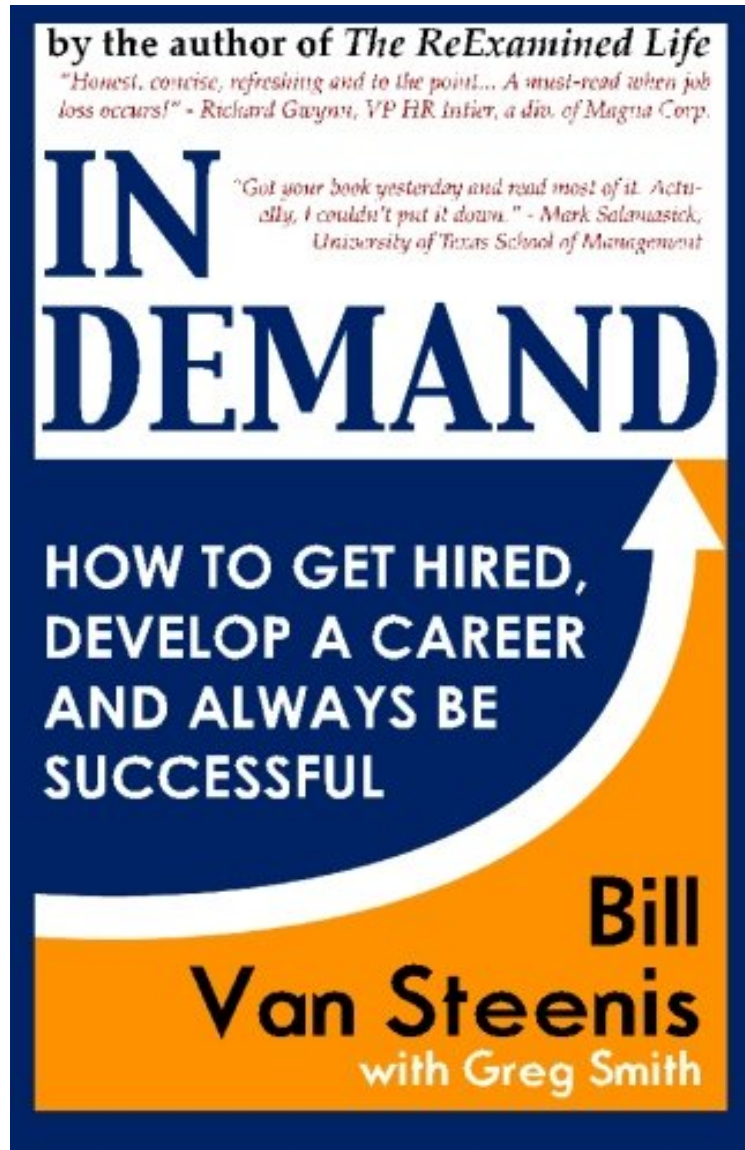


# In Demand: How to Get Hired, Develop Your Career and Always be Successful

Bill Van Steenis, Greg Smith  
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1 of 1 people found the following review helpful. Great Advice! Great Gift!By Jeffrey T. RoggI was looking for a gift

for new college graduates at a private university for which I serve as Director of Alumni Relations and came across Bill's book. I was immediately impressed by the practical application of the book, the conversational narrative and the great advice. I was also proud to learn that Bill is an alumnus of our fine institution. As I distribute it this month to our soon to be alumni, I share with them that this is a practical guide to being and staying in demand in the current marketplace. It's a book that anyone who wishes to remain in their current job, secure a promotion or seek a new or first job should read. Basically, it's a book for everyone! Thanks, Bill!

0 of 0 people found the following review helpful. Want to make "big money"? Take some advice from a man who hires "big money-makers" for a living...By Alondra Serrano

I just recently finished reading this book cover to cover on a plane ride back from New York this past weekend. Having just been surrounded by people who exhibit all the qualities described in this book, I would recommend it to anyone striving to get to the same place in their life. The book is very enjoyable and easy to read while providing extremely relevant and useful insight. Bill van Steenis does a wonderful job of addressing all the topics as they are in the real world rather than how they "should" be. He also has an altruistic perception which really adds value to the work as a whole. "Do nothing out of selfish ambition or vain conceit. Rather, in humility value the needs of others above your own." "We should work hard and put forth our best effort, but remember to give back as well. Otherwise, we're going to leave this world rich in wealth but poor in character and happiness."

0 of 0 people found the following review helpful. A Hidden Gem

By Jocelyn G. Nystrom

As a soon-to-be graduate I was searching for the next step in further advancing my career options. After Bill's book was recommended to me I jumped at the chance to read it. I quickly ordered the digital version through Kindle via for a steal of a deal. Bill's book, *In Demand* proves to be a valuable resource for job seekers, recent college graduates or anyone who is interested in making themselves a valuable asset to his or her company. I was captivated throughout the entire book and had several ah ha moments, as Oprah calls them, that have made a major shift in the way that I view and perceive the job market and how I can be a successful asset to a company. Bill's introductory immediately caught my attention when he mentioned that he would be informing his readers that we need to focus our attention on how the world operates in the job market and not how we want or wish it to be. His writing is very matter-of-fact and semi-Dr. Phil style which resonates well with me. Through Bill's book I've learned about the importance of perception, how to increase value so that companies will clearly see the skills set I possess that can benefit and provide them with what they need. Discovering this book was like discovering a hidden gem. To be able to gain insight from an executive recruiter that has worked in the industry for 25 years was well worth the investment. Soon I will be reading his other book, "The ReExamined Life" and am sure I will find as much value in it as I did this one. I'm excited to be able to apply the skills that I've learned in this book to further develop my career possibilities. Thanks Bill!

Some people always get job offers, they never get laid off during lean times and if they are self-employed they always have a full pipeline of clients. What's their secret? In his new book, *In Demand: How to Get Hired, Develop a Career and Always be Successful*, Bill Van Steenis offers practical advice about being a valuable player in the business world. He explores the personalities and practices of the workers and contractors that have their pick of jobs and projects. He shows how they understand and respond to the market for their work, and why they are always the most highly sought after people in the labor pool. Follow his sometimes tough, sometimes tender but always useful advice and become *In Demand*.