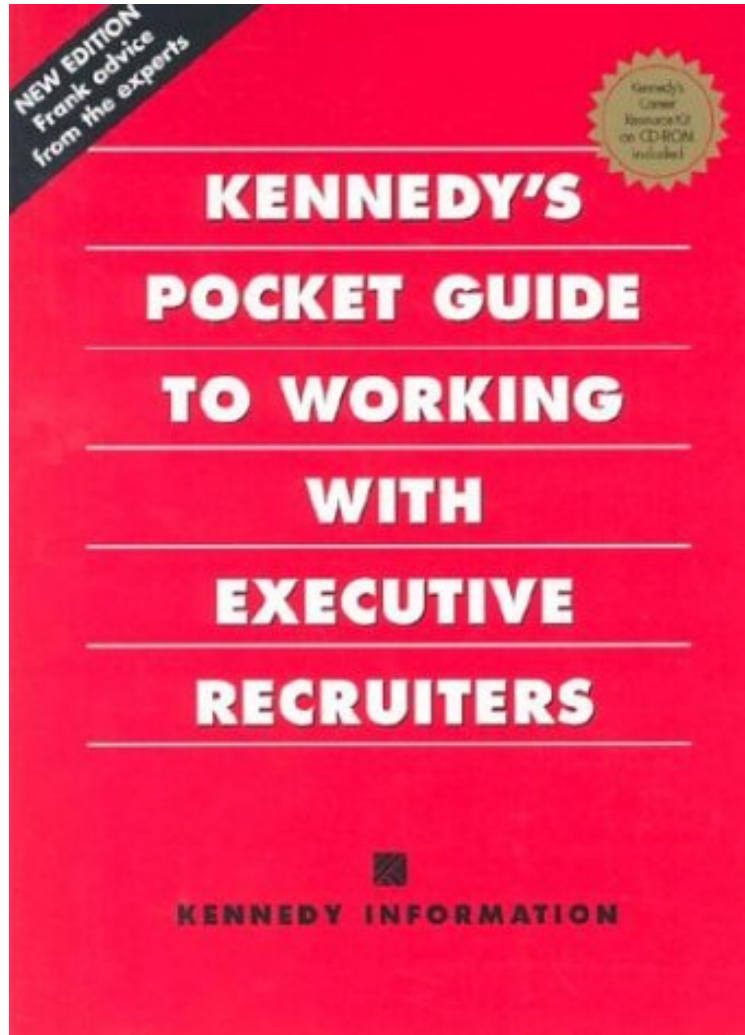


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Packed with the tips, advice and know-how you need to maximize your career opportunities with executive recruiters, including: How the Industry Works; Using an Executive Recruiter; Working with Job Search Professionals; The Executive Recruiting Industry; Types of Executive Recruiters; Retainer and Contingency Firms; Specialists and Generalists; The Client/Recruiter Relationship; The Executive Recruiting Process; The Candidate/Recruiter Relationship "Insider" Tips and Techniques: Forming a Recruiter Contact Strategy; Identifying Specific Recruiters; Professional Organizations; Making Your Achievements Visible; The Right Tools - Resumes, Cover Letters, Interviews, Mailings; The Right Etiquette - Make the Best Use of Your Time and the Recruiter's Time, reserve Confidentiality and more How to Get Noticed; Mass Mailings, Traditional and E-mail PLUS! A glossary of recruiting terminology and much more!

About the Author Since 1970, Kennedy Information has been the leading information source on select professional services, including management consulting, executive recruiting and investor relations. Described by Fortune magazine as "authoritative" and regularly quoted by The Wall Street Journal, The Financial Times of London, CNN and nearly every major media outlet around the globe, Kennedy editors and analysts are the world's foremost experts in these markets.