

The Rich Recruiter

Featured on CBS and WBZ Radio, Evan Pellett is the keynote guest speaker on Nightside with Dan Rea. You may have heard Evan as the radio expert on interviewing across the United States. Cracking the Code to a Successful Interview is a groundbreaking new scientific, proactive, cutting-edge, hands-on, proven approach to job interviews by an award-winning, highly decorated recruiter. This REAPRICH eight-step interview method will give you a proactive way to take control of your interview. You will learn the secret,

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never-before-published “questions behind the questions.” These are the questions that every manager unconsciously needs answered in order to hire you.

Network marketing—also known as direct selling and multilevel marketing—has turned millions of people into successful business owners. But to truly reach their earning potential, network marketers need to successfully grow their businesses by recruiting the right people. Written by a true network marketing superstar who personally enlisted over 1,000 people in her first year, the book reveals a proven,

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innovative approach to recruiting that gets results fast. Readers will learn how to: * discover their own recruiting style * identify people who will become a great part of their team * do and say the right things to turn prospects into partners * overcome objections with confidence * attract people who never considered network marketing Filled with advice and inspiration, this indispensable guide gives network marketers the know-how and confidence they need to grow their enterprise and become top earners. Con artist get conned into caring for seven cousins: At the funeral for her latest mark,

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a recently-deceased, mega-rich tycoon named Parker DeLune, con artist Christy find herself welcomed by his seven strange cousins, collectively called "The Loons." Celebrate the DeLune with Christy as she navigates their eccentricities while discovering that wily estate attorney are running their own scam. Christy soon finds herself fighting not only for The Loon, but also for a new life.

Humanity has nearly destroyed its world through global warming, but now an even greater evil lurks. The indigenous people of North America are being hunted and harvested

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for their bone marrow, which carries the key to recovering something the rest of the population has lost: the ability to dream. In this dark world, Frenchie and his companions struggle to survive as they make their way up north to the old lands. For now, survival means staying hidden—but what they don't know is that one of them holds the secret to defeating the marrow thieves. "Miigwans is a true hero; in him Dimaline creates a character of tremendous emotional depth and tenderness, connecting readers with the complexity and compassion of Indigenous people. A dystopian world that is all too

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real and that has much to say about our own."

Kirkus Reviews

If you're a technical recruiter who wants to keep your skills up to date in the competitive field of technical resource placement, you need a detailed guidebook to outpace competitors. This technical skills primer focuses on technology fundamentals—from basic programming terms to big data vocabulary, network lingo, operating system jargon, and other crucial skill sets. Topics covered include · sample questions to ask candidates, · types of networks and operating systems, · software development

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strategies, · cloud systems administration and DevOps, · data science and database job roles, and · information security job roles. Armed with indispensable information, the alphabet soup of technology acronyms will no longer be intimidating, and you will be able to analyze client and candidate requirements with confidence. Written in clear and concise prose, *Technology Made Simple for the Technical Recruiter* is an invaluable resource for any technical recruiter.

Winning the Staffing Sales Game

Evidence-Based Recruiting: How to Build a Company of Star Performers Through Systematic

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and Repeatable Hiring Practices

The Millionaire Recruiter

Achieving Business Success Through Disability

Lessons in Leadership, Business and Life from

40 Years in Recruitment

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What is Out There for Me? The Landscape of

Post-PhD Career Tracks

Are you ready to learn everything you need to know about sourcing and recruitment? Then you've found the right book! Whether you are already working in recruitment, new to the industry, or just hoping to begin your career as a recruiter, there are essential strategies used by successful recruiters that will help you accelerate your

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career. Of course, no one is born knowing these things; they come from years of experience in the field. That's exactly what this book is: years of practical, real-world experience distilled into one comprehensive guide to succeeding in your recruiting career in the digital era. This book is designed to help recruiters gain a broad understanding of the industry while expanding and deepening the knowledge of more senior professionals. Whether you belong in the first category or the second, this book will help you take your career to the next level. This comprehensive recruitment and sourcing guide is divided into two parts. The first part focuses entirely on sourcing strategies. You'll learn new and creative ways to source and find great candidates, as well as how to uncover their

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contact details and approach them in a respectful and effective manner. And much more! The second part deals with recruitment. You'll learn how to excel in recruitment marketing, candidate engagement, recruitment analytics, candidate engagement, cold-calling, and efficiently manage many other essential aspects of your role. Both sections work together to create a comprehensive guide to excelling in every aspect of your recruitment career! The author, Jan Tegze, is an experienced recruiter with extensive talent acquisition expertise and demonstrated success in start-ups and fast-growth environments. In this book, he shares the most successful methods, tips, and strategies that he has learned, tested and implemented throughout his career, with the hope of providing the inspiration and

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guidance you need to develop into a top-performing recruiter and sourcer. Do you want to learn more about sourcing and recruiting? Do you want to gain a greater understanding of the recruitment business? Do you want to expand your knowledge and become a top-performing recruiter? Do you want to launch a career in the recruitment industry? Do you want to learn the strategies used by the most successful recruiters in the business? If you have answered "YES" to these questions, start reading this book NOW!

An innovative study of labor relations, particularly the interactions of recruitment agents and migrant workers, in the mining concessions of Wassa, Gold Coast Colony, 1879 to 1909.

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What is out there? Do you believe in life outside academia? For researchers who consider a career switch, the open job market often feels as remote and uncertain as dark wood, or as outer space. To be happy at work, you need to find a job that is aligned with your values, gives you a feeling of belonging, purpose, appreciation, and some level of both safety and excitement. There are so many conditions that need to be met to develop a sense of job satisfaction! For those contemplating a transition from advanced studies in academia, an overriding question looms, with far-reaching practical and emotional consequences: How do I navigate and accomplish the change as smoothly as possible and with a minimum of stress? The purpose of this book is to give you an overview of what you are capable (and might

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not even think of!) after completing a PhD, and a vista of directions you might consider to develop a happy, fulfilling professional life. It explores not only the scope of high-level employment in which PhDs usually excel, but also provides broad descriptions of the tribes that have formed in the job market and their characteristic behaviors. Do you fit the tribe of corporate denizens committed to the analysis and improvement of operations in accordance with prescribed goals? Or perhaps you are drawn to the tribe of entrepreneurs who create goals of their own? In this book, you will find open questions and self-discovery exercises which will help to clarify your true inclinations and their tribal affinities. You might find something really beautiful in these explorations and their implications for your path

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into the future! Dr. Natalia Bielczyk is an entrepreneur, researcher, author, and philanthropist. She graduated from the College of Inter-Faculty Individual Studies in Mathematics and Natural Sciences at the University of Warsaw, Poland, with a triple MS title in Physics, Mathematics, and Psychology. Thereafter, she obtained a PhD in Computational Neuroscience at the Donders Institute for Brain, Cognition, and Behavior in Nijmegen, the Netherlands. In 2018, she launched a public foundation, Stichting Solaris Onderzoek en Ontwikkeling, aiming to help early career researchers find new careers in industry. She also owns Welcome Solutions, a company developing new tools and practices to help professionals in navigating on the job market, and in finding/creating their

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dream jobs. Even though she chose to work in the open market, she is still a researcher in her free time and has a strong belief in the compatibility of science and entrepreneurship.

Why are some recruiters successful while so many others fail and leave the industry? Why do other recruiters spend their whole careers bouncing around from company to company with little or no success? The answer: they never learned fundamental recruiting skills. Recruiting 101 explains how to develop 15 fundamental recruiting skills. Learn how to excel in sourcing, social media, recruitment marketing, candidate engagement, cold calling, interviewing and selection, and more. In addition, step-by-step instruction is included on how to become efficient in

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using these major recruitment tools: LinkedIn, Indeed, Facebook, Monster, and CareerBuilder. From the junior recruiter just starting out to the senior recruiter looking to improve, Recruiting 101 is for all professionals who aim to take their career to the next level.

Ayub Shaikh is a renowned trainer, famous for having brought credibility, confidence and industry knowledge to over 5,000 IT recruitment consultants, HR professionals and resourcers through his training courses around the world.

*How High Achievers Really Set Themselves Up to Win
Top Biller*

The Five Wounds: A Novel

The Ultimate Edition

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Recruit Rockstars

A Nerd's Guide to Negotiating Salary and Benefits

The Loons

The behind-the-scenes story of how a headhunting pioneer helped shape an industry Born in Greenwich, Connecticut, Reynolds graduated from Philips Exeter and Yale before joining the U.S. Air Force as a navigator-bombardier in a B-36. After his stint in the military, Reynolds returned to J.P. Morgan as a lending officer, where he learned the lessons and began making the connections that would drive his long and illustrious career. Reynolds's first foray into the executive recruiting industry he helped influence was with the New York search firm William H. Clark Associates. He quickly

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displayed his talents as a recruiter, and three short years later, on October 2, 1969, he founded Russell Reynolds Associates (RRA). That's when the executive search business changed—for the better. Until then, the general feeling among business professionals was that executive search firms simply took advantage of easy access to corporate money without delivering real value to clients. With smart, forward-looking, disciplined marketing, Reynolds helped establish executive search professionals as important elements in the smooth running of American business—all while opening new offices around the world. Filled with cameo appearances by some of the twentieth-century's greatest business titans, *Heads* is the fascinating story not only of how

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RRA became one of the world's most influential executive search firms but also of how one man transformed an industry.

****THE INSTANT NEW YORK TIMES BESTSELLER****

Updated with a new afterword from the author

Kompromat n.—Russian for "compromising information"

This is a story about the dirty secrets of the most powerful people in the world—including Donald Trump. It is based on exclusive interviews with dozens of high-level sources—intelligence officers in the CIA, FBI, and the KGB; thousands of pages of FBI investigations, police investigations; and news articles in English, Russian, and Ukrainian. American Kompromat shows that from Trump to Jeffrey Epstein, kompromat was used

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in operations far more sinister than the public could ever imagine. Among them, the book addresses what may be the single most important unanswered question of the entire Trump era: Is Donald Trump a Russian asset? The answer, American Kompromat says, is yes, and it supports that conclusion with the first richly detailed narrative on how the KGB allegedly first “spotted” Trump as a potential asset, how they cultivated him as an asset, arranged his first trip to Moscow, and pumped him full of KGB talking points that were published in three of America’s most prestigious newspapers. Among its many revelations, American Kompromat reports for the first time that: • According to Yuri Shvets, a former major in the KGB, Trump first did business over forty years ago

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with a Manhattan electronics store co-owned by a Soviet émigré who Shvets believes was working with the KGB. Trump's decision to do business there triggered protocols through which the Soviet spy agency began efforts to cultivate Trump as an asset, thus launching a decades-long "relationship" of mutual benefit to Russia and Trump, from real estate to real power. • Trump's invitation to Moscow in 1987 was billed as a preliminary scouting trip for a hotel, but according to Shvets, was actually initiated by a high-level KGB official, General Ivan Gromakov. These sorts of trips were usually arranged for "deep development," recruitment, or for a meeting with the KGB handlers, even if the potential asset was unaware of it. • Before Trump's first trip to

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Moscow, he met with Natalia Dubinina, who worked at the United Nations library in a vital position usually reserved as a cover for KGB operatives. • In 1987, according to Shvets, the KGB circulated an internal cable hailing the successful execution of an active measure by a newly cultivated American asset who took out full page ads in The New York Times, The Washington Post, and The Boston Globe promoting policies promoted by the KGB. The ads had been taken out by Donald Trump, who, Shvets said, would become a “special unofficial contact” for the KGB, that is, an intelligence asset whose role has been compared to that of the late industrialist, Armand Hammer. A number of America’s highest national security officials have said they believe Trump is a

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Russian asset, but neither the Mueller Report nor the numerous congressional investigations throughout Trump's presidency pursued that vital question. American Kompromat does. In addition to exploring Trump's ties to the KGB, American Kompromat also shows that from Donald Trump to Jeffrey Epstein, Russian kompromat operations documented the darkest secrets of the most powerful people in the world and transformed those secrets into potent weapons. It also reveals:

- How Jeffrey Epstein and Trump jostled for influence and financial supremacy for years. A college dropout let go from his prep school teaching job, Epstein became a millionaire in part with the help of Ghislaine Maxwell's father—media tycoon Robert Maxwell, who

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allegedly served as a Soviet and Israeli spy and likely gave Epstein a sum estimated between \$10 and \$20 million before his death in 1991. • How the Jeffrey Epstein-Ghislaine Maxwell sex-trafficking operation provided a source and marketplace for sexual kompromat--dirty secrets of the richest and most powerful men in the world. While Epstein had a rule when it came to selecting women, namely, "the younger, the better," he also knew that a multimillionaire--or future leader--caught committing adultery is nothing compared to getting caught on video in the act with a minor. • How the Epstein-Maxwell ring helped enable young women with possible ties to Russian intelligence to gain access to the highest levels of Silicon Valley and the worlds of

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artificial intelligence, supercomputers, and the internet. This, at a time when Vladimir Putin has asserted, "Whoever becomes the leader in this sphere [artificial intelligence] will become the ruler of the world." • How Epstein had ties to Russia through sex-trafficking. Epstein partnered with Jean-Luc Brunel, head of MC2 modeling agency and a major sex trafficker, who, in turn, had worked with Peter Listerman, the celebrated procurer, or "matchmaker" as he prefers, for Russian oligarchs. • How John Mark Dougan, a former deputy sheriff in Mar-a-Lago's Palm Beach County, says he acquired 478 videos confiscated from the Jeffrey Epstein investigation, fled to Moscow, became only the fourth American to win asylum in Russia, and immediately

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gained access to Putin's inner circle, showing the ongoing power that comes from kompromat and how its value is highest before it is "used."

Steve Guest's Top Biller is a refreshing and timely insight into the recruitment industry, for both the seasoned professional and those new to the game. Guest breaks down his technique and breathes life into the method that has rendered himself, and those he mentors, highly successful 'Top Billers'.

This revealing memoir from a 34-year veteran of the CIA who worked as a case officer and recruiter of foreign agents before and after 9/11 provides an invaluable perspective on the state of modern spy craft, how the CIA has developed, and how it must continue to evolve. If

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you've ever wondered what it's like to be a modern-day spy, Douglas London is here to explain. London's overseas work involved spotting and identifying targets, building relationships over weeks or months, and then pitching them to work for the CIA—all the while maintaining various identities, a day job, and a very real wife and kids at home. *The Recruiter: Spying and the Lost Art of American Intelligence* captures the best stories from London's life as a spy, his insights into the challenges and failures of intelligence work, and the complicated relationships he developed with agents and colleagues. In the end, London presents a highly readable insider's tale about the state of espionage, a warning about the decline of American intelligence since

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9/11 and Iraq, and what can be done to recover.

Sales is harder now than ever before. Your prospects aren't answering the phone or calling you back, there is more competition than ever, and you just seem to be running up against one brick wall after another. In this book, staffing sales expert Tom Erb explains why sales has become increasingly more difficult, talk about the key mistakes that most staffing sales reps are making, and details a systematic sales process that is proven to get more appointments and land more new business in the staffing industry.

Winning in Recruitment

Raising a Family, Having a Life, and Loving (Almost)

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Every Minute

Be a Recruiting Superstar

The Fundamentals of Being a Great Recruiter

How I Recruited Hundreds of Professionals in My
Network Marketing Business and How You Can, Too
Recruit Or Die

From Inc.com's most popular columnist, a counterintuitive--but highly practical--guide to finding and maintaining the motivation to achieve great things. It's comforting to imagine that superstars in their fields were just born better equipped than the rest of us. When a co-worker loses 20 pounds, or a friend runs a marathon while completing a huge

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project at work, we assume they have more grit, more willpower, more innate talent, and above all, more motivation to see their goals through. But that's not actually true, as popular Inc.com columnist Jeff Haden proves. "Motivation" as we know it is a myth. Motivation isn't the special sauce that we require at the beginning of any major change. In fact, motivation is a result of process, not a cause.

Understanding this will change the way you approach any obstacle or big goal. Haden shows us how to reframe our thinking about the relationship of motivation to success. He meets us at our level--at

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the beginning of any big goal we have for our lives, a little anxious and unsure about our way forward, a little burned by self help books and strategies that have failed us in the past—and offers practical advice that anyone can use to stop stalling and start working on those dreams. Haden takes the mystery out of accomplishment, proving that success isn't about spiritual awakening or a lightning bolt of inspiration --as Tony Robbins and adherents of The Secret believe--but instead, about clear and repeatable processes. Using his own advice, Haden has consistently drawn 2 million readers a month to

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his posts, completed a 107-mile long mountain bike race, and lost 10 pounds in a month. Success isn't for the uniquely-qualified; it's possible for any person who understands the true nature of motivation. Jeff Haden can help you transcend average and make lasting positive change in your life.

HOW I RECRUITED HUNDREDS OF PROFESSIONALS IN MY NETWORK MARKETING BUSINESS AND HOW YOU CAN, TOO "Recruiting up" means recruiting professionals, business owners, sales people, real estate agents, insurance brokers, financial planners, and other people with the

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talent and resources to build a successful network marketing business. Author David M. Ward is an attorney who recruited hundreds of professionals in his network marketing business and built a six-figure passive income in just a few years. "When you recruit a lot of people who can recruit a lot of people," he says, "your business can grow very quickly." In "Recruiting Up," you'll learn how he did it, and how you can, too. In Part One, you'll learn how to identify, approach, and recruit professional prospects. You'll learn what to say, what to do, and what to avoid. In Part Two, you'll learn the best ways

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to find all of the professional prospects you will ever need. You'll learn: ** Which professionals make the best prospects, and how to choose your "specialty" ** How to recruit doctors, lawyers, and other "hard to reach" professionals ** The psychology of recruiting professionals (what to say, what to show them, what to avoid) ** Why it's EASIER to recruit professionals than "regular" prospects ** The best way to answer the question, "What do you do?" ** The RIGHT (and wrong) way for network marketers to use social media for recruiting ** Why "attraction marketing" is a dangerous trap for many distributors ** The most

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common objection you'll hear from professionals, and how to overcome it ** Simple lead generation strategies that anyone can use, starting immediately ** Stealth recruiting techniques-how to "fly under the radar" to find prospects nobody else is talking to ** And much more "Recruiting Up" comes with a step-by-step game plan for signing up at least one professional on your team within the next seven days. Ward was a successful attorney who started a network marketing business to escape his busy schedule and build retirement income. In his first six months in the business, he recruited 50 distributors,

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all professionals. Eventually, he recruited hundreds of professionals and found the time freedom and retirement income he never had in more than twenty years of practicing law. Now, he wants to show you how you can do it. "I want you to know that you do not need to be a professional to recruit professionals. You don't have to be a great recruiter or have any special talent," he says. "You can do this even if you're brand new. If you know the basics of recruiting, this book shows you everything else you need to know." In his first book, "Recruit and Grow Rich," Ward describes the system he used to

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recruit a large number of distributors in a short period of time. "Recruit and Grow Rich" is about recruiting quantity. "Recruiting Up" is about recruiting quality. "Quantity will always be important," Ward says, "but WHO you recruit is more important than how many." He admits that building a successful business takes a lot of work and there are no shortcuts. "But. . . if you're going to recruit anyone," he says, "recruiting professionals is the closest thing to a shortcut I've ever seen." Once you've recruited a few professionals and seen what they can do, you may never want to recruit anyone else.

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Ninety percent of business problems are actually recruiting problems in disguise. If you're filling your company's vacant positions with B-Players, you're playing with fire. Instead, hire Rockstars to build an organization with limitless potential. Recruit Rockstars shows you how to find, hire, and keep the best of the best. Top-tier executive recruiter Jeff Hyman has hired more than three thousand people over the course of his career. Now, he reveals his bulletproof 10-step method for landing the very best talent, based on data instead of gut feel. From sourcing and interviewing to closing and onboarding,

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you'll learn how to attract winners like a magnet and avoid the mistakes that result in bad hires.

Assembling a team of driven and innovative Rockstars is the most powerful competitive advantage you can have in today's ever-changing business world. Recruit Rockstars will help you nail your numbers, impress your investors, and crush your competitors.

When Olivia Gesso skydives into a recruiting job with Kava Tech-a hip start-up where twenty-somethings binge drink, gamble, and code their way to luxury cars and fat bonuses-it's almost hard to remember

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how she got there. No one would have expected an eco-warrior hellbent on saving the seeds of an extinct tree to find her way into this silicon jungle, serving as high-heeled bait for geeky coders. But student debt and desperation drive Olivia farther from her life-changing work on a remote Indian Ocean island than she ever thought possible. Now she's lost in a fast-paced, high-stakes "Brotopia", where hot recruiters make sure the country's best techies get anything they want to sign on the dotted line. Still, Olivia risks it all-including her heart-to be a company star and get what she is after. But having

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gone from eco-warrior to dot-com fly girl, perhaps a little too easily, means dealing with some seriously irrational expectations. With the investors grabbing her "assets" and the star candidate holding out for more than just money, Olivia must decide how far she'll go to bring an extinct tree back to life.

This moving, eye-opening memoir of an innocent man detained at Guantánamo Bay for fifteen years tells a story of humanity in the unlikeliest of places and an unprecedented look at life at Guantánamo. At the age of 18, Mansoor Adayfi left his home in Yemen for a cultural mission to Afghanistan. He

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never returned. Kidnapped by warlords and then sold to the US after 9/11, he was disappeared to Guantánamo Bay, where he spent the next 15 years as Detainee #441. Don't Forget Us Here tells two coming-of-age stories in parallel: a makeshift island outpost becoming the world's most notorious prison and an innocent young man emerging from its darkness. Arriving as a stubborn teenager, Mansoor survived the camp's infamous interrogation program and became a feared and hardened resistance fighter leading prison riots and hunger strikes. With time though, he grew into the man prisoners

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nicknamed "Smiley Troublemaker": a student, writer, and historian. With unexpected warmth and empathy, he unwinds a narrative of fighting for hope and survival in unimaginable circumstances, illuminating the limitlessness of the human spirit. And through his own story, Mansoor also tells Guantánamo's story, offering an unprecedented window into one of the most secretive places on earth and the people—detainees and guards alike—who lived there with him. Twenty years later, Guantánamo remains open, and at a moment of due reckoning, Mansoor Adayfi helps us understand

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what actually happened there—both the horror and the beauty—a vital chronicle of an experience we cannot afford to forget.

Technology Made Simple for the Technical Recruiter, Second Edition

How Any Business Can Beat the Big Guys in the War for Young Talent

Full Stack Recruiter

Stop Getting Fu*cked by Technical Recruiters

Don't Forget Us Here

A Novel

Recruited

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How many hours a day do you dream about making a ton of money? How often do you wonder what direction you should be going in your life? Whether you're a college dropout, just finished school, or have been working a 9 to 5 job for far too long; you can be the next millionaire recruiter!

Whether you're a new recruiter, an experienced recruiter or a struggling recruiter, The Rich Recruiter is a step by step guide on how rich recruitment consultants achieve their success. The Rich Recruiter has been written specifically for recruitment consultants working for recruitment agencies.

Therefore, it has remained completely true to the industry. You'll learn: 1. How to win new clients, even

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in a competitive market
2. How to handle objections and bypass preferred supplier lists (PSL)
3. How to get past difficult gatekeepers
4. How to acquire the direct numbers and email addresses of those hard to reach clients
5. How to write, structure and target winning e-shots that pull in jobs
6. Where to find and how to approach the best candidates that'll beat your competitors
7. How to significantly reduce candidate dropouts during the recruitment process
8. How to increase your candidate's interview skills so they get the job
9. How to get meetings and how to conduct meetings with clients that'll win their business
10. How to successfully negotiate and close deals that'll maximise your fee rate while creating a win-win

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situation11. How to cold call and do spec calls that'll put you head and shoulders above your competitors12. How to create and maximise your recruitment luck

GREG SAVAGE knows about leadership. Greg is a founder of four highly successful businesses in the recruitment. He has led start-ups to IPO, navigated businesses through a recession, the boomtimes and the global financial crisis. He has been headhunted to lead in global recruitment businesses. Most of all Greg is a communicator. He is probably the

Winner of the 2021 Center for Fiction First Novel Prize
Winner of the 2022 Rosenthal Family Foundation
Award Finalist for the 2022 Andrew Carnegie Medal

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for Excellence in Fiction • Finalist for the 2022 PEN/Hemingway Award for Debut Novel • Finalist for the 2022 Aspen Words Literary Prize • Finalist for the 2022 Lambda Literary Award for Lesbian Fiction One of NPR's Best Books of the Year • A Publishers Weekly and Library Journal Best Book of the Year in Fiction • A Kirkus Reviews Best Fictional Family of the Year • A Booklist Top Ten Book-Group Book of the Year • A Goodreads Choice Awards Best Debut Novel Nominee

From an award-winning storyteller comes a stunning debut novel about a New Mexican family's extraordinary year of love and sacrifice.

"Masterly...Quade has created a world bristling with compassion and humanity. The characters and the

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challenges they face are wholly realized and moving; their journeys span a wide spectrum of emotion and it is impossible not to root for [them]." —Alexandra Chang, New York Times Book Review

It's Holy Week in the small town of Las Penas, New Mexico, and thirty-three-year-old unemployed Amadeo Padilla has been given the part of Jesus in the Good Friday procession. He is preparing feverishly for this role when his fifteen-year-old daughter Angel shows up pregnant on his doorstep and disrupts his plans for personal redemption. With weeks to go until her due date, tough, ebullient Angel has fled her mother's house, setting her life on a startling new path. Vivid, tender, funny, and beautifully rendered, *The Five Wounds*

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spans the baby's first year as five generations of the Padilla family converge: Amadeo's mother, Yolanda, reeling from a recent discovery; Angel's mother, Marissa, whom Angel isn't speaking to; and disapproving Tíve, Yolanda's uncle and keeper of the family's history. Each brings expectations that Amadeo, who often solves his problems with a beer in his hand, doesn't think he can live up to. *The Five Wounds* is a miraculous debut novel from a writer whose stories have been hailed as "legitimate masterpieces" (New York Times). Kirstin Valdez Quade conjures characters that will linger long after the final page, bringing to life their struggles to parent children they may not be equipped to save.

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A practical and anecdotal guide to attracting the most desirable entry-level employees explains how smaller businesses lacking the resources of more powerful companies can master the tactics of top recruiters by offering desirable career opportunities to recent graduates.

How to be a Happier Parent

Merchants of Labor

Get Rich with No Experience

The Fast Track to Network Marketing Millions

A Guide to Choosing the Best Person for the Job Every Time

Deep Human: Practical Superskills for a Future of Success

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The Marrow Thieves

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What separates you from the robots? How can you thrive in tomorrow's workplace? Experts predict that within the next few years, you will need an extra 101 days of learning to remain relevant at work, but what skills should you hone? Authors Crystal and Dr Gregor Lim-Lange combine their expertise in leadership and psychology to share five timeless superskills that will help you unlock your fullest potential. -Focus and mindfulness -Self-awareness -Empathy -Complex communication -Adaptive resilience

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Deep Human offers practical tools, unexpected insights and inspiring real-life stories so you can build a successful and meaningful life no matter what lies ahead.

Whether you are new to interviewing or ready to take your skills to the next level, How To Interview. People will show you how to instantly improve every aspect of your assessment--and section process. Packed with real life case studies, practical tips and advice, you'll discover how to choose the best person for the job every time. Find out how to elevate your existing recruitment activities and follow a proven

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roadmap from application forms to induction and beyond. Learn how to overcome common challenges, use different interview techniques and understand how to meet strangers and welcome future employees.

As the first full-length novel in The White Sails Series, DISCERNING GRACE captures the spirit of an independent woman whose feminine lens blows the ordered patriarchal decks of a 19th century tall ship to smithereens. Wilful Grace Baxter, will not marry old Lord Silvertown with his salivary incontinence and dead-mouse stink. Discovering she is a pawn in an arrangement

between slobbery Silverton and her calculating father, Grace is devastated when Silverton reveals his true callous nature. Refusing this fate, Grace resolves to stow away. Heading to the docks, disguised as a lad to ease her escape, she encounters smooth-talking naval recruiter, Gilly, who lures her aboard HMS Discerning with promises of freedom and exploration in South America. When Grace's big mouth lands her bare-bottomed over a cannon for insubordination, her identity is exposed. The captain wants her back in London but his orders, to chart the icy archipelago of Tierra del Fuego, forbid it.

Lieutenant Seamus Fitzwilliam gallantly offers to take Grace off the fretting captain's hands by placing her under his protection. Grace must now win over the crew she betrayed with her secret, while managing her feelings towards her taciturn protector, whose obstinate chivalry stifles her new-found independence. But when Grace disregards Lieutenant Fitzwilliam's warnings about the dangers of the unexplored archipelago, it costs a friend his life and she realises she is not as free as she believes. DISCERNING GRACE is historical women's fiction that will appeal to fans of Claire Fraser from

Outlander and Demelza Poldark from Poldark—in other words, fans of feisty historical female leads. It is a B.R.A.G. Medallion Honoree.

As recruitment becomes ever more important to a business achieving its corporate objectives, recruiters must raise their game, delivering new and innovative solutions while also doing their job well and achieving the results needed for their clients and candidates. The Professional Recruiter's Handbook, second edition, is a complete guide to achieving success in recruitment. The authors explore the techniques used by the most successful recruiters, both

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agency and client-side, to understand what creates excellence in recruitment. Containing up-to-date practical advice on attracting the right candidates and finding and retaining new clients, it explains how to develop a recruitment strategy to ensure the recruitment professional can successfully fulfil the roles taken on. The book is supported by numerous case studies and interviews with recruitment professionals.

The Savage Truth

Next Job, Best Job

Recruiting 101

Mediators, Contract Men, and Colonial Capital

The Professional Recruiter's Handbook Discerning Grace (The White Sails Series Book 1) The Recruiter

"We Need to Talk: A Memoir About Wealth gives voice to an experience millions share, but no one discusses: what it's like to be rich. The book is an honest, personal story that explores the hidden impact of wealth on identity, relationships, and sense of place in the world. Too often, we link net-worth to self-worth and keep quiet about how our finances make us feel. Money is a taboo subject. The author hopes We Need to Talk becomes a catalyst for conversation that demystifies wealth, gets us

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talking on a personal level, and confirms we are ninety-nine percent the same. In 1991, at twenty-six years old, Jennifer took a job at Microsoft and got lucky. She met her future husband, David, and the stock options she was granted were worth hundreds of thousands of dollars. His were worth far more. Years later, when David joined a small, unknown start-up called Amazon.com, she got lucky again. They both did. They were in their early thirties and had tens of millions of dollars. It was amazing. The freedom and benefits were obvious. But after growing up saving her pennies and being wary of the rich, Jennifer was embarrassed to have joined their ranks.

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She wasn't worried about being liked for her money, she was worried about being hated for it. People looked at her differently. She didn't know how to ensure her children stayed motivated and not entitled, was shocked when a friend asked for \$25,000, discovered philanthropy isn't as straightforward as just writing a check, and grappled with the meaning of enough. For years, she didn't share her dilemmas with others for fear of being judged. No one talks about money-but we should"--

Start a successful business mid-life When you think of someone launching a start-up, the image of a twenty-something techie probably springs to mind. However, Gen

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Xers and Baby Boomers are just as likely to start businesses and reinvent themselves later in life. *Never Too Old to Get Rich* is an exciting roadmap for anyone age 50+ looking to be their own boss and launch their dream business. This book provides up-to-date resources and guidance for launching a business when you're 50+. There are snappy profiles of more than a dozen successful older entrepreneurs, describing their inspirational journeys launching businesses and nonprofits, followed by Q&A conversations, and pull-out boxes containing action steps. The author walks you through her three-part fitness program: guidelines for becoming financially fit,

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physically fit, and spiritually fit, before delving more deeply into how would-be entrepreneurs over 50 can succeed. □ Describes how you can find capital to start your own business □ Offers encouraging stories of real people who have become their own bosses and succeeded as entrepreneurs □ Written by PBS Next Avenue's entrepreneur expert, Kerry Hannon □ Teaches you how to start your own business

Never Too Old to Get Rich is the ideal book for older readers looking to pursue new business ventures later in life.

If you discovered a new market comprising 53% of the world's population, would you act to invest in it? There

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are 1.3 billion people around the world who identify as having a disability. When you include friends and family, the disability market touches 53% of all consumers. It is the world's largest emerging market. Unleash Different illustrates how companies like Google, PepsiCo, and Nordstrom are attracting people with disabilities as customers and as employees. Replacing "nice to do" with "return on investment" allows market forces to take over and the world's leading brands to do what they do best: serve a market segment — in this case, the disability market. Business managers will come to understand how taking a charity-oriented approach to people with

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disabilities has failed, what action is required to capitalize on the world's biggest emerging market, and how their organizations can grow revenue and cut costs by attracting people with disabilities as customers and talent. Rich gives the reader a peek into how he rose from a Canadian school for "crippled children" to manage \$6 billion for one of Wall Street's leading firms. He makes it easy to relate to the business goal of serving disability — because he has actually done it.

The global pandemic has decimated the job market and permanently transformed the future of the workplace. Seemingly overnight, some 40 million Americans became

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unemployed - at levels not seen since the Great Depression - and are now left wondering how to find their next job in a world where every job is at a premium. But headhunter Rob Barnett gives readers a leg up by providing an 11-point game plan to not only get them hired but help them find work they love and navigate the post-pandemic workforce.

“A truly exceptional book.” Washington Post There's bad news and good news about the Cutter High School swim team. The bad news is that they don't have a pool. The good news is that only one of them can swim anyway. Bestselling author Chris Crutcher's controversial and

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acclaimed novel follows a group of outcasts as they take on inequality and injustice in their high school.

"Crutcher's superior gifts as a storyteller and his background as a working therapist combine to make magic in *Whale Talk*. The thread of truth in his fiction reminds us that heroes can come in any shape, color, ability or size, and friendship can bridge nearly any divide." —*Washington Post* T.J. Jones hates the blatant preferential treatment jocks receive at his high school, and the reverence paid to the varsity lettermen. When he sees a member of the wrestling team threatening an underclassman, T.J. decides he's had enough. He recruits

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some of the biggest misfits at Cutter High to form a swim team. They may not have very much talent, but the All-Night Mermen prove to be way more than T.J.

anticipated. As the unlikely athletes move closer to their goal, these new friends might learn that the journey is worth more than the reward. For fans of Andrew Smith and Marieke Nijkamp. "Crutcher offers an unusual yet resonant mixture of black comedy and tragedy that lays bare the superficiality of the high-school scene. The book's shocking climax will force readers to re-examine their own values and may cause them to alter their perception of individuals pegged as 'losers.'" Publishers

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Weekly An American Library Association Best Book for
Young Adults New York Public Library Books for the
Teen Age Features a new afterword by Chris Crutcher
American Kompromat

Cracking the Code to a Successful Interview

15 Insider Secrets from a Top-Level Recruiter

The Definitive Game Plan for Sales Success in the
Staffing Industry

Conquer LinkedIn. Get Your Dream Job. Own Your
Future.

Spying and the Lost Art of American Intelligence

Unleash Different

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A definitive guide to maximizing LinkedIn and navigating the changing hiring landscape. Written by hiring gurus Omar Garriott and Jeremy Schifeling, both former LinkedIn marketing heads with invaluable insider perspective the book lays out a five-step job search framework, tying each to discrete actions on LinkedIn.

Develop and execute systematic, best-in-class hiring practices to seize—and hold—the competitive edge in your industry Defending your business from the competition through regulations, differentiated technologies, brand recognition, and other methods is no

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longer a sustainable competitive advantage. In today's fast-paced, ever-changing business environment, you must take an offensive stance to keep your competitors at bay. And this groundbreaking guide provides the inspiration, the know-how, and the tools you need to achieve it. guides you through the process of designing and implementing a data-driven hiring strategy that will secure your business for the foreseeable future.

Revealing how today's top innovators—including Netflix and Google—dominate their industries, it shows how you can do the same by implementing

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systematic and repeatable processes that lead to better, more consistent hiring outcomes. You'll learn how to:

- Envision an evidence-based approach to hiring*
- Distinguish useful data from the data you don't need*
- Use the best technologies to achieve your recruitment goals*
- Build an effective talent-acquisition team*
- Improve on-the-job success predictions*
- Design well-defined and objective measures to improve hiring outcomes*
- Avoid the most common hiring pitfalls*

Data and analytics have been reshaping countless industries as they turn from anecdotal to evidence-based practices. The recruiting and hiring

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processes, however, have been intuition-based. That changes today. Evidence-Based Recruiting introduces an entirely new approach—one that relies on irrefutable facts and data, enabling you and your organization to thrive in the new era of talent acquisition.

Whether you're new to recruitment, an experienced recruiter or a struggling recruiter, The Rich Recruiter is a step by step guide on how rich recruitment consultants achieve their success. The Rich Recruiter has been written specifically for recruitment consultants working for

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recruitment agencies. Therefore, it has remained completely true to the industry. You'll learn: 1. How to win new clients, even in a competitive market 2. How to handle objections and bypass preferred supplier lists (PSL) 3. How to get past difficult gatekeepers 4. How to acquire the direct numbers and email addresses of those hard to reach clients 5. How to write, structure and target winning e-shots that pull in jobs 6. Where to find and how to approach the best candidates that'll beat your competitors 7. How to significantly reduce candidate dropouts during the recruitment process 8.

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How increase your candidate's interview skills so they get the job 9. How to get meetings and how to conduct meetings with clients that'll win their business 10. How to successfully negotiate and close deals that'll maximise your fee rate while creating a win-win situation 11. How to cold call and do spec calls that'll put you head and shoulders above your competitors 12. How to create and maximise your recruitment luck

As someone in technology, you have an incredibly specialized expertise that companies desperately need. So why are you at the mercy of what a recruiter or HR feels

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like paying you? You don't know how to sell your labor at the best price, and you're suffering for it. The difference between struggling on an unfair rate and making thousands of extra dollars a year is all in negotiation, the critical lesson that you've never been taught. Until now. It's time to take the power back. You can and should be able to make a comfortable living off of your skillset, and I'm going to use my 20+ years experience in the industry to show you how to do just that. This book exposes all of the recruiter's dirty little tricks, the racket behind salary and benefits, and teaches you

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to negotiate for the best rate that you can really get.

"Some 10 million migrant workers cross national borders each year and, if they pay an average \$1,000 to recruiters, moving workers over borders is a \$10 billion a year business. Merchants of Labor examines the businesses that move low-skilled workers over national borders, asking how much they collect from migrant workers and what can be done to reduce worker-paid migration costs. Using cost data from over 3,000 workers, Merchants of Labor examines the often murky world of labor brokers, travel agents, and

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others who move low-skilled workers from one country to another in order to explore lower worker-paid migration costs. It explains the three core functions of labor markets-- recruitment, remuneration, and retention-- and shows how national borders increase recruitment costs. New data on what workers pay to get jobs in other countries are presented, and incentives to complement enforcement are explored as a way to induce recruiters to protect migrant workers."--

We Need to Talk: A Memoir about Wealth
How to Interview People
The Motivation Myth

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*A Headhunter's 11 Strategies to Get Hired Now
Mechanized Gold Mining in the Gold Coast
Colony, 1879-1909*

*Heads: Business Lessons from an Executive
Search Pioneer*

A Technical Skills Primer

An encouraging guide to helping parents find more happiness in their day-to-day family life, from the former lead editor of the New York Times' Motherlode blog and author of the Reese Witherspoon Book Club pick, *The Chicken Sisters* In all the writing and reporting KJ Dell'Antonia has done on families over the years, one topic keeps coming up again and

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again: parents crave a greater sense of happiness in their daily lives. In this optimistic, solution-packed book, KJ asks: How can we change our family life so that it is full of the joy we'd always hoped for? Drawing from the latest research and interviews with families, KJ discovers that it's possible to do more by doing less, and make our family life a refuge and pleasure, rather than another stress point in a hectic day. She focuses on nine common problem spots that cause parents the most grief, explores why they are hard, and offers small, doable, sometimes surprising steps you can take to

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make them better. Whether it's getting everyone out the door on time in the morning or making sure chores and homework get done without another battle, How to Be a Happier Parent shows that having a family isn't just about raising great kids and churning them out at destination: success. It's about experiencing joy--real joy, the kind you look back on, look forward to, and live for--along the way.

Linked

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Whale Talk

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Recruiting Up

The Complete IT Recruitment Survival Guide

Recruiters and International Labor Migration