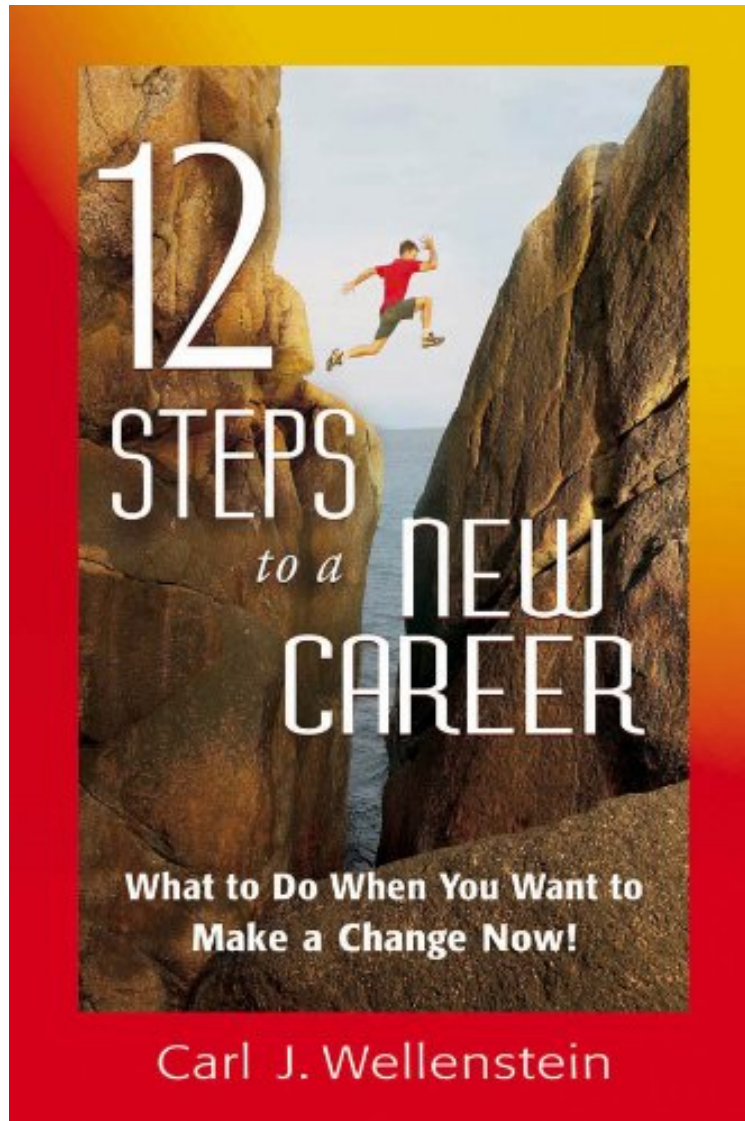


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12 Steps to a New Career: What to Do When You Want to Make a Change Now!

Carl J. Wellenstein

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Carl J. Wellenstein : 12 Steps to a New Career: What to Do When You Want to Make a Change Now! before purchasing it in order to gage whether or not it would be worth my time, and all praised 12 Steps to a New Career: What to Do When You Want to Make a Change Now!:

0 of 0 people found the following review helpful. Not an Easy ReadBy Cathy WeistLots of good information, but not an easy read.5 of 5 people found the following review helpful. The ONLY way to change careersBy Cory HalbardierIn his book, Wellenstein takes a completely unconventional and extremely effective approach to finding a new

career. First, who is this book for? It's for people who don't want to do more of the same. If you're an engineer and you want to get another job as an engineer, this isn't the book for you. Most of the other "career search" books are good enough. This book is for a mid to senior career professional (read: not a college grad) who wants to do something different. I went through this book when I wanted to leave my current consulting business. Initially I was interested in joining another big-name consulting company. So I polished off my resume and started to contact people and send it out. I spent a lot of time looking online. For many of the careers, on paper, I wasn't a good fit. I knew that if they could just meet me, things would change. When I got this book, I realized it was a step-by-step method for finding a new job. The first several chapters involve extensive self-analysis which is critical when you're selling yourself including knowing what you're REALLY good at and having specific stories to back that up. Chapter 6 is the resume. Then Wellenstein really gets to the meat. He makes the point that HR managers just want someone who fits their specifications on paper. If we are changing our position, they will ignore us. So he has a method of research which produces a job. While doing my research (which involved meeting with and talking to peers,) I was offered to come in for an interview. That same day I had a new job. THAT is how effective this book is... oh, and did I get into the consulting? No. Thankfully not. Through this book, I realized I wanted to be in a completely different career path. I'm now just about the happiest person in the world, working for a renewable energy company. I'm using all of my core skills on a daily basis and it's great!

0 of 0 people found the following review helpful. A better way to search for job

By Jorge Verar

A must read book for all job seeker today. Carl will teach you smart ways you can search for jobs that are mostly not advertised. This book is not just about looking for a job but rather understanding your job skills and how you can transfer those skills to another career. I highly recommend you to read this book before you even hire a resume writer or career coach. Using the methods outlined in this book would surely get you the interview for the job you always wanted. I found my dream job right after adapting some of the strategies mentioned. If you have questions please feel free to contact me: jverar@gmail.com

Changing jobs in your 30s or at an executive or manager level requires you to think more strategically about your career. As your coach, author Carl Wellenstein guides you through the process of making job and career changes in a step-by-step fashion that is specific to your level and situation. You will learn what you need to do, when you need to do it, and why (from multiple perspectives--yours, recruiters, and employers). Real-life examples illustrate how.

Twelve chapters are arranged in five sections:

- * Self-discovery: What you bring to the table that others want.
- * Job and career options: Understanding the ones that will work for you.
- * Marketing yourself effectively: Crafting your resume and navigating the job market.
- * Communicating effectively: Techniques that build confidence and enthusiasm so you are more effective when networking, interviewing, and negotiating.
- * Creating your strategic plan: Keeping yourself on track.

12 Steps to a New Career will help you make a life-changing leap from thinking of "changing jobs" to defining a career path that will lead to a job you'll love.

About the Author

Carl Wellenstein started his career as a CPA and partner with Arthur Young Co (now Ernst Young). Leaving public accounting, he moved to the UK and launched an executive search firm. Returning to the United States, he now coaches executives who need to expedite job changes or find satisfying new careers. Wellenstein obtained his BS in business, has a certificate in coaching, and completed the JCTC (Job and Career Transition Coach) program. He lives in Southern California and is president of ExecGlobalNet.com, an Internet job transition matching business.