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[Parting Company: How to leave your job](#)

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Listen to author Nick Corcodilos explain to an audience of executive MBA students at Cornell University:

*How to make contacts that can lead you to a new job!*

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Ask The Headhunter Bookstore:  
*More answers for fearless job hunters*

# Notes from fearless job hunters

Dear  
Nick,

I read your book, used your advice on my next interview, and got the job. Funny thing is, the manager that interviewed me read your book, too. I was prepared to “do the job” and she was asking me to “do the job.” At the end of the interview, the only thing left was getting the paperwork completed for my new position. Thanks a bunch! *Paul Frantz*

I got a job because I follow your blog relentlessly and read your books. I interviewed Friday and got an offer the following Monday because I was ready to talk about the job and how I was going to solve their problems. I didn't like the first offer, so I countered. They came back today with the exact dollar amount I wanted. *Larry Leatherwood*

The hiring manager more or less offered me the position on the spot and indicated a salary range that is roughly 40-50% more than I make now. Your two biggest lessons (at least for me) at work in the flesh: (1) *Never divulge my current salary*, and (2) *Talk about what I will do, not what I've done*. They oughta make you a Cornell professor! I can already see that the one hour you spent with us will have as much impact on my MBA ROI as any class that I have taken in the program, if not more so. *Rich Mok, Cornell Executive MBA Program*

You've been my secret weapon in the jobs market for a long time now. I landed a 6-figure role by taking control of the interview and articulating a clear value proposition to the employer. Many thanks for opening my eyes to just how dysfunctional the conventional job hunting methods are. *Serchen Pillay*

I got the job! I still don't believe what I was able to accomplish with your guidance: I got a job in my target industry, in my target city, in my target role, at a high level. All of that despite the fact that I was moving to a city where I didn't know anyone, had little experience in that industry, and was unemployed for 10 months. My “Talk to Nick” phone call with you was the best money I ever spent. It will return tens of thousands of dollars for me over the next few years and probably hundreds of thousands over my lifetime. *Jeremy Gorr*

I am writing to thank you for writing and publishing the best career advice column that's out there. You cut to the chase and say what others don't have the guts to. I relied heavily on your guidance for a recent job search and, after a four month courtship, landed my dream job at an awesome company. *Christine Creager*

After being laid off, I used your techniques to snag a great job at a higher salary and with better benefits than at the last position. And that was in a down market! One more thing: Because I “did the job in the interview,” the company created an extra position specifically for me. *Diana Ost*

# Notes from fearless job hunters

Dear  
Nick,

I got your *Fearless Job Hunting* collection and it is great! It has totally transformed how I see myself and my job search. I just started my new job yesterday. I used your “talking shop” strategy [Book 6] when I had both my initial interview and when I went back to company headquarters. Instead of worrying about my credentials or self-consciously seeking their approval, I talked about their business and how I could impact it. It was a working meeting more than a job interview, and I felt more like an employee than a job seeker. They called me the next morning with the offer. Thanks! *R. David Fox*

I was headhunted for a lucrative job and, following your advice, did not state my current salary, nor did I even hint at its range. Thanks to your book, *Keep Your Salary Under Wraps*, I ended up with a 40% increase on my previous job and salary! Thanks! *Daniel Slate*

I am responsible for career services at UCLA Anderson School of Management for two groups—the Executive MBA students, and our alumni. I’ve been in the career development business for over 15 years. I’ve read a lot of stuff, and yours is the very best I’ve ever read. I just downloaded *How to Work with Headhunters*. Excellent! I will recommend that each of our Executive MBAs get this book! *Susan Dearing*

I was taking a shotgun approach, without really assessing what my target companies care about first. I re-read *How Can I Change Careers?* and renewed my efforts to reach out to folks already working at these companies. The results have been impressive. A couple of these folks are already looking to create positions within their organizations that specifically fit the skills I already have. Thanks so much! You’ve got another lifelong fan. *Jeff Harris*

At my age (57), common wisdom says that I should not have been able to get re-hired. After 6 months of looking (the last 4 knowing that my agency assignment was about to expire) I have obtained a new contract. In the whole process, Ask The Headhunter has been far and away the best resource I had. *Phil Singer*

I won a job that paid 58% more than my current salary without having to reveal it. I followed your instructions to the letter saying that, “I want my salary based on my merits, abilities and skills. My current salary is something that is personal and confidential...” It worked perfectly. Best advice I’ve read in years. *Tom Stevens*

Thank you, Nick. Not everyone can understand the idea of doing the job, but the ones that do are great. Those are the people I want to work for. Your book helped me to sell myself that way. *John R. Grace*

I read your first book in 1995: *The New Interview Instruction Book*. Well, it changed my life job-wise, so thank you very much! It taught me how to articulate what I already knew—that the open job is a problem for the boss, so go into the interview ready to show them how you will solve their problem. Your book paid off so well for me in my life. *Sam Pro*