

# Contents

---

Introduction:  
The Secret of Success

1. Find Your Bliss
2. Four-Letter Words, Buckets,  
and Other Positive Ways to Change  
Your Attitude and Your Mind
3. The Résumé: Your Invisible  
First Impression
4. I Have a Killer Résumé,  
Now What?
5. Don't Call Us Headhunters  
or We'll Chop Your Head Off
6. That All-Important Interview  
(and Why You Should Not Fear It)

7. *Tell me about yourself*  
and Other Dreaded Interview Questions  
(with Ace-in-the-Hole Answers)

8. Waiting for the Offer  
and How to Know If It's the Right One

9. Free Career Advice

10. Marching Orders


Résumé Makeovers

Read More

Index

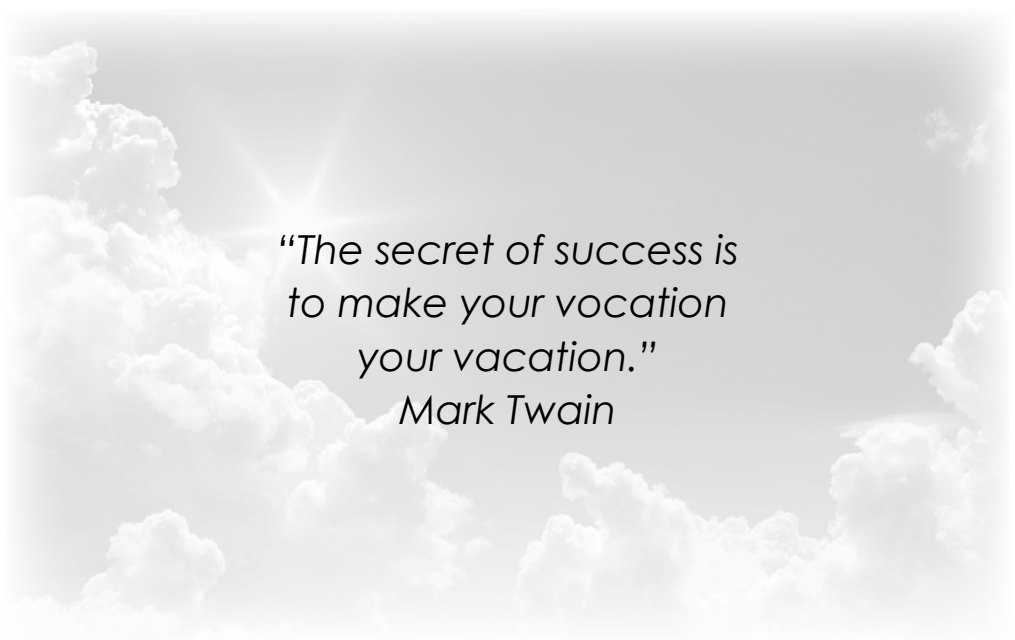
Acknowledgments

About the Author



Introduction:  
The Secret  
of Success





*“The secret of success is  
to make your vocation  
your vacation.”*

*Mark Twain*

**D**id you pick up this book because you are unhappy in your current job? Do you want more from your work and from life? You are not alone. We all want bliss in our lives! America is in the midst of a crisis—a workplace crisis.

According to recent statistics, and backed up by my own experience over fifteen years as a successful executive recruiter: Four out of five people are unhappy in their current jobs!

That’s 80 percent! Why is this?

Part of the answer is what we can learn from that fifth person who is “happy” in his or her current job. If you are part of the 80 percent who are unhappy, this book will definitely help you; if you are part of the 20 percent who are happy, this book will help you in unexpected ways, either by enhancing your current job or leading you to a new one.

*The Bliss List* will help you discover your bliss, then get you into your bliss zone, then harness it, and, finally, make your bliss actionable—for your vocation (and life).

What could cause an unhappiness rate of 80 percent?

For the past twenty-five years, corporate America has been through a significant number of downsizings, mergers and acquisitions (another phrase for downsizing,) and bankruptcies. Every time a consultant is hired by a company, the so-called advice inevitably results in layoffs. I have worked for four companies prior to starting my own company. Every single company for whom I worked either sold outright or divested the entire division that I was in.

I know I'm not alone. For the last fifteen years, I have owned an executive search business, and it often seems as if it is an "outplacement center," given all of the people I speak with just after being downsized (a nicer way to say, "You're fired!"). It is hard to find attitudinal bliss in a workforce in which you are living with a constant threat of being canned.

On a somewhat deeper level, one of the main causes of unhappiness is society. Think about it. Let's say you will live to the age of eighty. Where do you spend most of your time? If you said "sleeping," give yourself a pat on the back or, better yet, a nap. What is a close second? Working.

Sleeping and working: this is really your life. Take out two weeks for a vacation and you are spending 2,000 hours in any given year working. This assumes you *only* work forty hours per week. Add seven hours of sleep per night, and sleeping and working represent close to two-thirds of your time. Not much time is left for anything else.

*The Bliss List* will primarily focus on the number-one occupier of your waking time—your job. But the lessons you will learn will carry over into all facets of your life.

What does unhappiness in your job have to do with society?

You spent the first eighteen or so years of your life with little or no work stress. Your parents took care of you—providing clothing, food, and shelter, and paying the tab for almost everything else. You slept even more than seven hours per day during childhood and could sleep

all day during the teenage years (and on some days you did). Work or work stress didn't enter the equation.

Then you reached the cut-off point—the last year of school, whether it was high school, college, or graduate school. This is the “uh oh, what do I do now?” phase. And it's quick—too quick for most.

Your conditioning up to this point had been sleep, play, and study—with very little work.

Unless you are independently wealthy, you will work at least 86,000 hours in your lifetime (starting at age twenty-two and retiring at age sixty-five). Yet, the time spent deciding what to do is miniscule. As graduation approached, you panicked, thinking what am I going to do? You had a lot of years to prepare, but probably didn't.

Now, with the real world looming, the pressure on finding a job built. Your parents, who had been footing your bill, may have even mentioned the importance of finding a job. Thus, your first job was usually decided on a whim—*I'll go with whoever offers me the most money, or I'll take the first job I can get.*

This is not exactly the most solid ground on which to make a great decision, let alone lead you to an ideal job. With new pressure, it left almost no time to truly decide which job would be right. Given the 86,000 working hours that await you, is it any surprise that, at age twenty-two, you didn't find that ideal job?

Are you one of these people? Be honest now. If you qualify, go easy on yourself. You are definitely not alone. But there is help.

A disciplined mind succeeds and an undisciplined mind fails. *The Bliss List* will help you develop a disciplined mind at whatever stage of life and work you are in.

This book will teach you to stop living your life in default and to take control of your job (and life)—starting today. You can make things happen for yourself.

Why isn't there a course on seeking and finding your blissful dream job during your formal education phase? On average, you spend eighteen years sitting in school without gaining much practical knowledge for the real world. It's no surprise, then, that a whopping 80 percent of us are unhappy once we hit the real world.

I know I didn't learn many useful job-seeking skills in school, but I feel I have attained a couple of advanced degrees in the amount of information that I have devoured over the last thirty years. I have read hundreds of books, listened to hours and hours of CDs and tapes, and watched hours on end of DVDs/videos on mystical insights from many enlightened people throughout time. Add these to hundreds of books on business acumen from some impressive business geniuses.

Yet I have never read a book that put it all together for me. If you are going to spend an average of 86,000 hours working, there should be an all-in-one book to help you find bliss—in your work and life. This book will help you discover your work—the passionate point when time stands still for you, and then you will receive practical advice on how to obtain it.

## Defining Bliss

---

Dr. Martin Luther King, Jr., said, "Take the first step in faith. You don't have to see the whole staircase. Just take the first step." Reading this book is the first important step toward reaching what so many of you are missing in life: bliss! Simply defined, *bliss* is happiness and meaning. My goal is to share insights with you. Some may seem controversial; some may rock your world. But after reading *The Bliss List*, you will grow personally and professionally. I guarantee it!

Congratulations on taking the first step. My promise is that after reading this book you will find bliss in life and land that elusive dream

job. It may even be more than one vocation. I have worked for over thirty-one years in a wide variety of jobs. I am fortunate to have worked in several dream jobs in my lifetime (so far). As an executive recruiter, I have helped thousands of people find their bliss through their work for over fifteen years (and with this book I hope to reach millions and help them find their bliss).

You are always growing and obtaining new peaks (and experiencing some valleys). This book will help you reach new peaks that may have seemed unreachable before. And then to reach new ones. There will be no room for valleys from here on.

We are spiritual beings living in a physical presence. *The Bliss List* will combine the practical with the mystical. The advice you gain from this book—obtaining true joy from your work—will also help you transform your life in every area.

I have been blessed with good fortune throughout my career and life. My dreams have been realized many times. I graduated from Boston College, my first choice, and then obtained several dream jobs with blue-chip companies like Nestle, Bristol-Myers Squibb, SC Johnson Wax, and ConAgra. I worked with some very talented people and was lucky to have several mentors who “taught me the ropes,” and who continue to help me.

I became a self-made millionaire by age thirty-seven. After being the youngest Vice President (at age thirty-one) with a Fortune 35 company, I am now the President of a highly successful executive search company and have helped thousands of job seekers find true bliss. I owned a gorgeous dream house outright. That’s right, with no mortgage. I owned a prime villa on beautiful Hilton Head Island outright. I owned a BMW outright.

The feeling of financial freedom was incredible, but it has not always been easy street for me. I have had my down years—my own valleys. And when I did, I bounced back. My experiences—good and bad—are

real and captured in this book, so my book offers real-life, practical insight that will help you.

Applying Dr. Martin Luther King, Jr.'s belief that things happen in steps, the same was true for me in landing my ultimate dream job: owning my own business. Before I could obtain it, though, I knew I needed more training (and credibility). I have interviewed for several jobs and been the interviewer, plus, I serve as a career coach in my role as an executive recruiter.

Along the way, I was able to obtain seven different dream jobs and some *not exactly*, which ultimately gave me the experience and courage that I needed to start my own company.

If you view your own bliss as a series of steps, you will constantly be in a dream job state, regardless of your occupation. You will always be living in ultimate bliss.

Though my career may seem like a cake walk, don't think it was easy. Every single company and/or division for which I worked was sold within the first year of my employment. Many people with whom I worked were pulled under by a wave of negativity. Nevertheless, I never allowed myself to sway from my belief that I would one day have my own business and live with abundant financial prosperity.

Scientists know that there are at least eleven parallel universes, so says James Arthur Ray in *Harmonic Wealth*. That means that there is a place already where you are a multi-millionaire, living in a dream life with a dream job (you just have to find the keys to unlock that door). That's what we're working on.