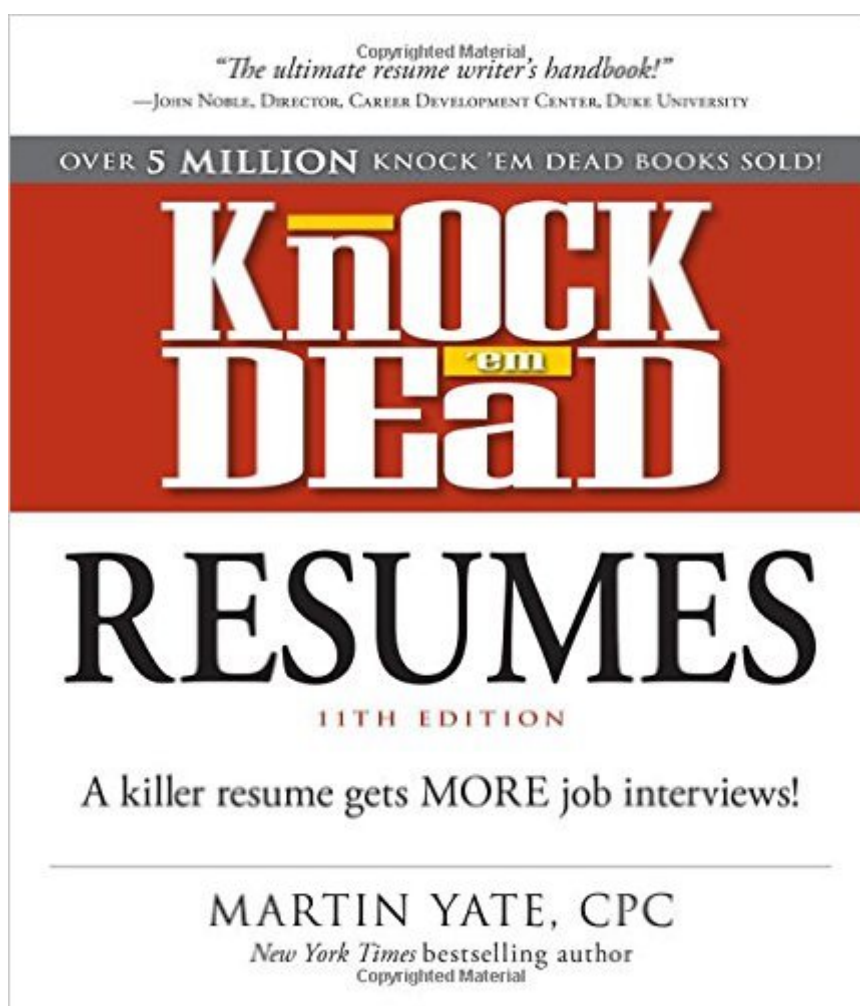


The book was found

# Knock 'em Dead Resumes: A Killer Resume Gets More Job Interviews!



## Synopsis

Writing a resume is right up there with hitting yourself in the head with a hammer. Yet your resume is the most financially important document you will ever own. When it works, you work, and when it doesn't, you don't. With *Knock Em Dead Resumes* 11th edition you get the very latest resume writing advice from the globally renowned career expert and someone who has been writing resumes for clients all over the world for over twenty five years. Every successful job search can be traced back to a killer resume and every troubled job search can be traced back to a troubled one. Professionals like you love this book because it works and makes a crappy job bearable. Yate has been writing resumes for clients for over twenty-five years and that experience delivers an efficient and fast method for building a quality resume that will help advance your career. *Knock Em Dead* resumes will not only show you how to build a resume, you'll learn show how to use it that gets interviews, and by the end you will know your professional self better than every before and be well on your way to being fully prepped for those job interviews. A killer resume is the foundation of every successful career, yours included, and the advice in these pages will help guide your success for years to come. Your future is waiting. Success or failure is up to you-- what are you going to do about building solid foundations?

## Book Information

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## Customer Reviews

I purchased this book to help my wife with her job search. The earlier revision of this book had resume examples for normal people making an average salary (secretaries, bank tellers, computer

techs). This revision seems geared towards people making above average salary, way above (day traders, bank presidents, engineers, lawyers). The economy is hard on us all but a person making over \$100K can easily pay for an excellent resume, while that person just starting out or living paycheck to paycheck needs all the help they can get. Which is why I bought one of the early versions so long ago and lost during the years. Bring back the lower wage resumes or have two books - Blue Collar Resumes and Resumes for the Executive. This might even open up new markets for your book. R. Shaw

I didn't find this book very helpful, and found some of it to be contrary to what I've read elsewhere, for example, the emphasis on cliché soft skills. The second half (literally over half) of the book is just example resumes in random order. I found the book "Resume Magic" to be much better.

I just got this book and have started reading this book. It seems like there is a lot of good information but the editing is very frustrating. In the first 50 pages, there are several places where examples are cited. For example, on page 46, the book says "Here's a performance profile for a Corporate Communications Management professional:". Then there is the title of the next section: How to create a performance profile. No example. Where is it? I would like to know. This is the 9th edition of this book in 17 years. Did they think that a proof reader wasn't needed? I will be trying to return this book tomorrow.

Dear Author Martin Yates: one can't "craft" a resume without good word processing file format to start so I would not call your books "blueprints." My son purchased Knock 'Em Dead Resumes (9th edition) and The Ultimate Job Search (2012) which I borrowed to aid my current job search. I hoped to update my resume including applying a more contemporary word processing format. Neither of the books came with CDs. From the web site, it appears you must purchase these separately. Further, they directly market their career counseling and resume writing services in the books and on their web. Some of the sample resumes in the Resumes book are in complicated book typography that I could not replicate well even though I have 20+ years Microsoft Word experience - hanging indents, text box borders off and on, switching tabs (or use of inset tables), etc. The advice and information in the two books are practically the same so you would think to add value to "Resumes" they could at least supply the word templates and other electronic files, such as the input forms to do self-assessment and resume preparation. Most of the sample resumes are two pages, rightly so, but look cluttered and over-stuffed as a result, especially the ones that use two

disjointed columns, text boxes with borders, and tiny typeface fonts. I tried to replicate two to three formats that I liked in "Resumes" but had to use absolute minimum margins and go down to 6 point type to get less information than their sample. Mine was done on a larger 8.5x11 inch sheet! The book page size is smaller than a standard sheet of paper, about 9.5 x 9 inches. While I expected broken URL links in older editions of their books, even those found in their website blog that appear as free information are not. For example, one in a blog post sent me back to their home page: "For free resume advice on demand, you can read Knock Em Dead Resumes & Templates on the [URL:] Knock Em Dead FreeReader". The books seem disingenuous in that they are quick to provide dozens of links to other companies' job and career references but they provide no links to numerous sources for free resume builders or free word processing templates. We have purchased other resume books that either come with a CD/DVD or provide real links to download their formats. Overall the advice in both books is sound - "C A R" Challenge-Action-Results and "T J D" Target Job Deconstruction are good concepts which I've seen in other's publications. I would have liked to see, step-by-step, the direct application of both in your samples--highlighted - such as how they were used to improve the "before and after" resumes that are taken through multiple iterations.

This guide takes you through every step of the resume writing process and provides you with important tools to make sure that your resume makes it through the job filters and gets the attention of the person making the hiring decisions. I was most impressed with the how up to date the information was and the down to earth style of writing. It is encouraging while matter of fact.

I made a career change later in life and have always been stuck on how to best incorporate my past work experience into an unrelated, new field of work. The suggestions really helped me organize my thoughts to create a clear, concise resume. With many recruiters relying on technology to locate candidates, the chapter focusing on customizing and formatting was especially helpful. Many resume guides outline the same things, but I found this one, and most of Martin's books, to be written in a way that actually makes resume writing enjoyable.

For job hunters of all ages this book is valuable. It provides a comprehensive guide to thinking about your experience, defining your personal brand and translating it into a resume that will get attention. The text and 100 sample resumes are up to date and should help the majority of searchers find a style and sample text in their field. As with Martin Yate's other books, he sticks to the basics, culling out extraneous information or things that a logical person can deduce on their own.

This is an awesome book and a real bargain. Most of us just want to get the resume process over with and get on to interviewing. Unfortunately, the interviews don't come if your resume doesn't get noticed. This book helps you to see what employers want from you and how you can show what you offer more effectively in your resume. Although it takes effort to do some of the legwork the author recommends, I've done it and feel much more confident about my upcoming interviews. The extra research also helped me recall forgotten accomplishments and quantify others. As with most things in life, the benefits you get from your resume are proportional to the effort invested.

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