



# Job Search Handbook

Pop Quiz: Know the answers to these questions? If not, download the Handbook to learn.

1. What is an "elevator pitch" and why do you need one?
2. What is "job stretch" and how can you get it if your employer doesn't offer a free gym membership in their benefits package?
3. Is it true that posting your resume can be more effective than responding to job ads?
4. Is it true that there's a magic phrase you can use to increase the chances your networking contacts will help you get a job?
5. How are cover letters similar to pick-up lines delivered in singles bars?
6. Why is listening more important than talking in job interviews?