

# **ALL-AMERICAN** **CORPORATE CANDIDATE**



**THE GOLD STANDARD INSIDER'S GUIDE TO  
SECURING NEW EMPLOYMENT AT ANY LEVEL**

**PATRICK J. FRANZEN**

**MADE IN THE USA**



**Copyright © MMXXI Proactive Publishing  
All Rights Reserved**

No part of this book may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopying, recording, copying, or by any information that is transferred into a storage and/or retrieval system, without permission in writing from Proactive Publishing LLC.

**All American Corporate Candidate**  
*The Gold Standard Insider's Guide To  
Securing New Employment at Any Level*

Published by Proactive Publishing LLC  
First Edition: MMXXI  
Cover Design by Patrick Franzen  
© MMXXI Proactive Publishing LLC  
All Rights Reserved  
Proactive Publishing LLC  
Middleton, Wisconsin 53562  
United States of America

**Proactive Publishing Websites**

CareerSuccess360.com  
EmploymentSearch360.com  
ForTheLoveOfMyDogs.com

ISBN 978-1-63649-744-0

---

**TABLE OF CONTENTS**

---

|  |   |     |
|--|---|-----|
| Introduction   |   | 7   |
| About The Author                                       |   | 13  |
| Identifying What You Want in Your Life and Your Career |   | 22  |
| Chapter 1  | Taking an Inventory of Your Career To-Date              | 29  |
| Chapter 2  | Educational Platform – High School / Post High School   | 37  |
| Chapter 3  | Knowing What You Are Capable of Achieving in a Career   | 41  |
| Chapter 4  | Totally Understanding How Career Success is Defined     | 56  |
| Chapter 5  | Disciplines and Desires Required in a Successful Career | 66  |
| Chapter 6  | When to Seek New Employment                             | 72  |
| Chapter 7  | How to Execute a Successful Employment Search           | 85  |
| Chapter 8  | Implementing a Strong Preparation Platform              | 95  |
| Chapter 9  | Commitment to Career Success                            | 106 |
| Chapter 10   | Setting Career Goals                                    | 113 |
| Chapter 11   | Résumé Preparation                                      | 128 |
| Chapter 12   | Creating Cover Letters That Secure Interviews           | 137 |
| Chapter 13   | Deployment of Your Career Documentation                 | 142 |
| Chapter 14   | How to Successfully Approach Employers                  | 151 |
| Chapter 15   | Strategies towards Securing Interviews                  | 165 |
| Chapter 16   | Correct Methodology of Effective Interview              | 188 |
| Chapter 17   | Knowing Your Résumé and Career Body of Work             | 198 |
| Chapter 18   | How to Build Strong Chemistry with Hiring Companies     | 210 |
| Chapter 19   | Learn How to Read Hiring Managers during Interviews     | 232 |
| Chapter 20   | Effective Follow-Up during the Interviewing Process     | 245 |
| Chapter 21   | How to Stand-Out from Your Competition                  | 254 |
| Chapter 22   | Selling Yourself and Career Body of Work                | 263 |
| Chapter 23   | How to Successfully Close-Out the Interviewing Process  | 275 |
| Chapter 24   | Maximizing Employment Offer                             | 282 |
| Chapter 25   | Accept or Decline Employment Offer                      | 291 |
| Chapter 26   | New Employment Honeymoon                                | 308 |
| Chapter 27   | Short and Long-term Career Management                   | 321 |

---

|            |  |     |
|------------|--|-----|
| Conclusion | Importance of Knowing Your Limitations/Strengths | 329 |
| Index      | Complete Index of Publication                    | 339 |

---