

Unless You Own Your Company YOU NEED THIS BOOK!

The days of 50 years on the job and a gold watch are long gone. How many jobs will you have over the course of your career? How many have you already had?!

When push comes to shove, when it's a matter of survival, the friend who hired or supervises you will think of his or her career, reputation, and the organization before thinking of you. If any of those are perceived by the boss to be better off by cutting you loose, by whatever euphemism, then you're toast. That's a reality in today's volatile work environment. And that's why everyone needs to know how to prepare so they prosper through change. Everyone needs to have a *Fallback Position*.

In clear, concise, fun—but no-nonsense—terms, *Fallback Position*:

- ✓ Reveals how to protect yourself *before* you take the job.
- ✓ Tells how to protect yourself *before* you're cut loose.
- ✓ Describes how to Exit First and get a better deal.
- ✓ Details how to protect yourself when the worst happens.
- ✓ Instructs you on how to negotiate for what you need.
- ✓ Delineates what you need to do to protect your family...
 - Immediately
 - A little later
 - For the future

...and tells how to help your family become stronger as a result of the event.

- ✓ Prepares you to cope with the feelings that are likened to "a little death."
- ✓ Guides you through the transition from work to un-work to future work.
- ✓ Helps you figure out the financial questions.

In a nutshell, *Fallback Position* is an operating manual to assure your stronger future.

"Fallback Position is a terrifically useful book for anyone looking around and thinking about the need to change careers or worried about their continued employment."

—RICHARD CAPLAN, Richard Caplan and Associates, Management Consultants.

"The financial planning advice alone is worth the price of the book."

—AMY WHITE, CFP, Clayton Financial Services, Inc.

"This is sensitive, practical advice in self-improvement and human relationships in the workplace."

—JERRY JOHNSON, former Director of Menninger Leadership Center and author of *Negotiating Improved Relationships/Satisfying Mutual Needs*
co-author of *Emotional Aspects of Job Loss*

ISBN 0-9729776-1-9



9 780972 977616



5 1 9 9 5