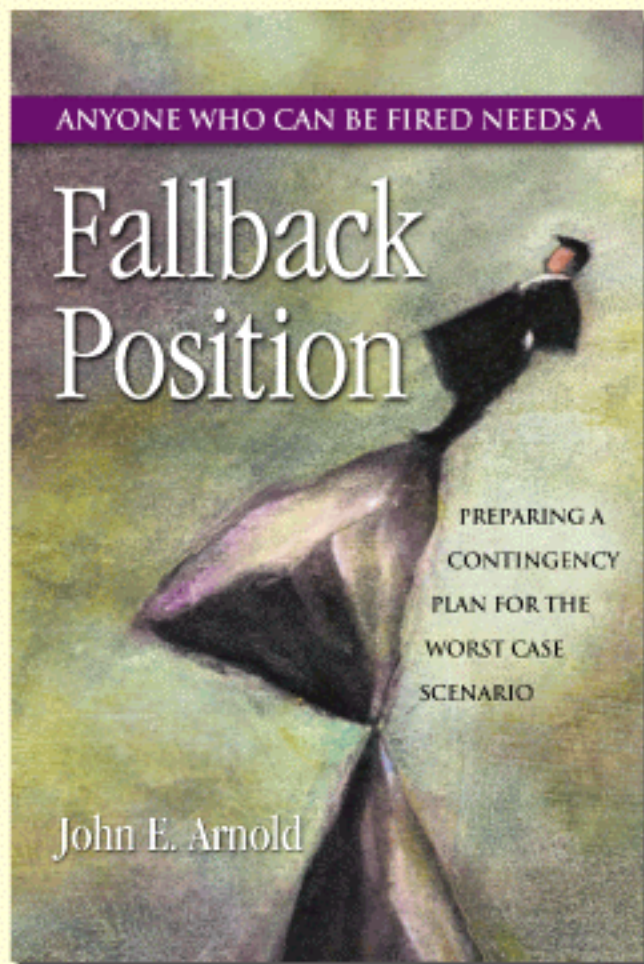


WHAT EVER HAPPENED TO JOB SECURITY?



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.

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

JOHN ARNOLD'S witty style makes *Fallback Position* interesting and engaging. However, the light touch doesn't in any way dilute the sheer power of the information and exercises that pack these pages. Arnold's 30 years in the public and private sector have provided him with the experience to know the ropes and not get tangled in them. His innate intelligence and apt observations give him the ability to catalogue what he learned and communicate it clearly so everyone who doesn't own their company—and their families—can benefit.



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