



## You're Hired: How to Succeed in Business and Life

*Bill Rancic*

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The winner of the hit TV show, *The Apprentice*, shows how anyone can become their own personal success in both business and life, using his or her own experiences as a self-made entrepreneur, his or her work ethic, top business strategies, and lessons learned competing on the show, working for Donald Trump and winning the most talked about reality shows in years.

Foreword by Donald Trump.

## You're Hired: How to Succeed in Business and Life Details

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## **From Reader Review You're Hired: How to Succeed in Business and Life for online ebook**

### **Kate Walshie says**

Call me a dork for having read this, but it was good. I would read this book again and would recommend it to anyone who is interested in growing their business or for anyone interested in starting their own business. I think part of why it was so interesting to me is because he was not born into the Trump family and had everything at his disposal, everything he has he had to work VERY hard for. A good read.

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### **Lori Grant says**

An optional-read book on success in self development for knowledge workers, managers, executives, and entrepreneurs.

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### **Julie says**

I liked the book and the author. He came across as fairly humble, and I appreciated his advice and insight into business operations. The tone truly sounded like he wanted to share his experiences for others' benefits, and help like-minded people succeed in their business dealings. I LOVED to watch the early seasons of 'The Apprentice,' so I really liked the behind-the-scenes scuttlebutt of the show.

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### **Jess Piszczer says**

Well Bill has a great story and is inspirational in what he has accomplished. I am impressed with this man. Unfortunately the book is perhaps twice the size it needs to be. As an uncle once said about someone who is looking to kill time, "He walks around the block to visit the next door neighbor."

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### **Katie says**

More of a memoir than a "how to" book but still an interesting and quick read.

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### **Keith says**

This book held my attention. I read it in two sittings.

Good basic stuff on how to succeed. The most interesting part is that he started earning money when he was

10 years old. He was buying, restoring, and selling cars at age 15.

### Chapter 1, page 13

"Here's what happened. ((on his first job that caused him to rethink his path in life.)) There was a guy who'd been with the company for 30 years - senior management, one of the top brass. I knew him only by reputation. He'd worked his way to the top, and he still hadn't eased up on the gas. He was the first one there in the morning and the last one to leave in the evening, that's how focused and on top of things he was. Busted his ass for that company, and then woke up the next morning and busted it again. One day he reported early for work, business as usual, and he was met in his office by one of his superiors and a colleague. The two men had been sent to fire him, and they ended up escorting him from his office directly to the parking lot. This was a dedicated company guy, a thirty-year veteran, loyal as his career had been long, and they didn't even let him finish out the day."

"That was tough enough, but the reason for his dismissal was even more confounding: His salary, which naturally had increased over the years, was too much for the company to handle."

## LESSONS LEARNED

### CH 1: On Goals

- Start where you want to finish
- Break the journey into smaller, achievable milestones
- Keep your balance
- bet the long shot
- Know the answer before you ask the question
- Celebrate your achievements

### Chapter 2: On Value

- Don't sell yourself as someone you're not
- Accept fortune with good cheer
- Know thyself
- Nurture lifelong friendships
- Ask for help
- Keep a little something for yourself
- Be a good sport
- Say what you mean and mean what you say
- Build relationships

### Chapter 3: On Strategy

- Be the Bee (fly when not expected to)
- Break from the Pack
- Separate your expectations from your shortcomings
- Go above and beyond

### Make each day count-twice

- Under promise and over deliver
- Stay quick on your feet
- Take pride in your work
- Get a good night's sleep

### Chapter 4: On Leadership

(He was a self-made man who owed his lack of success to nobody. - Joseph Heller)

- Plan at least a couple of moves ahead
- Read
- Know what you're worth
- Conquer the fear factor

- Anticipate change
- Reload (the average American will change jobs six to eight times during his or her working lifetime)
- Pursue your passion
- Generate electricity
- Get out of the way (The best leaders provide direction support, encouragement, and incentive ...)
- Know the situation
- Track your progress
- Hire the racehorse
- Encourage strength by exhibiting strength
- Listen (staff customers, competitors, inventors, industry analysts, keep both ears to the ground)
- Learn to fish with the other guy's bait (Take every opportunity that comes your way, even if it's one you hadn't counted on or created. David Neeleman, CEO of Jet Blue... works the line once a week, and ... makes it a point to fly the competition - coach.)
- There's no place like home

#### Chapter 5: On Vision

- Build a like-minded team
- Accept blame
- Inspire
- Set the standard
- Maintain authority by delegating authority
- Put your money where your mouth is
- Develop a contrarian view
- Reject conventional wisdom
- Do not turn one blunder into another (figure out what went wrong)
- Minimize the drama in your life (your ability to focus)
- Look back to look ahead
- Do what you can
- Own initiative
- Seal the deal
- Count on family
- Take even the worst of things in stride
- Do your thinking and analysis away from the office
- See to it that things end well (part on good terms)
- Think like a big fish in a small pond
- Maintain focus
- Strive
- Be reasonable
- Give back to move forward
- Walk that certain road (Work the odds in your favor)
- Speak your mind
- Rally your troops

#### Chapter 6: On Execution

- Make a decision
- Just do it (Practical execution)
- Take on the difficult assignments
- Style counts
- Sweat the details, but don't sweat the outcome
- Strike first
- Think outside the box

- Think like an astronaut (Failure is not an option.)
- Meet your deadlines (Nothing succeeds like a schedule. And more to that point, nothing succeeds like a schedule kept.)
- Be strong
- Give the customer what he wants
- It's just business
- Be true to your values
- Draw from a bottomless reservoir of goodwill
- Hate to lose
- Keep fluid
- Keep it real
- Be humble (Don't take your success for granted, but do take it in stride. Nobody likes a braggart...)
- Talk a good game (Think on the fly. Claim the hot seat as if it were the most comfortable seat in the room. Respond with poise and confidence to every challenge.)

#### Chapter 7: On Success

- Think things through
- Take inventory (of assets... self-starter? strong motivator? relentless salesperson? ... [The top performer has a can-do attitude.])
- Fit yourself in
- Understand your core purpose
- Draw a personal building plan
- Balance "(Again)"
- Give something back

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#### **Brett Allen says**

I enjoyed this book very much, I was a little concerned that it would be a "look how good I am" kind of read, and it was; but not in an overpowering sense. Bill is a very smart person, with amazing business sense and impressive analytical reasoning. I would recommend this to anyone looking to further open their minds and take an "outside the box" view into business.

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#### **Littlemissallee says**

My dad gave me this book thinking it would "help" me land a respectable job and become a "good" employee. Then, I was hired at Clinique. Thanks, dad...definitely a dream job!

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#### **Jaime Harris says**

Enjoyed it! Bill has a very basic concept to business and to people in general. Mixed with some humor makes it not just another way to succeed in business book.

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## **Nitrorockets says**

Bill Rancic was the first to win on the reality TV show The Apprentice, in which Donald Trump (who provides a foreword) slowly eliminates potential personal assistants until one is left standing. Throughout this book Bill Rancic covers the strategy he used to win. He never went to business school and he credits part of his success in The Apprentice on his ability to rely on his observations and common sense and the close relationships he built. He shares advice gleaned from family members or co-collaborators along with insight gained from reading of how-tos.

I was hoping for a little more, I was seeking more on management and leadership and this clearly is not the book for that. If you followed the television program you may enjoy this book more than I did. I didn't have much interest in the program which may have negatively influenced my opinion of this book.

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## **Scott Dinsmore says**

Why I Read this Book: The winner of the first Apprentice had to have a few success secrets of his own. I wanted to learn them and it turns out he had most of them long before his television fame.

Review:

My mother gave me this book a few years ago when it was first published. I had been a diligent watcher of The Apprentice and she figured I would like to read the winner's work. I will admit that I read this book for the first time because Bill won The Apprentice, but I recommend it to others because of its valuable messages on success and it being one of the more motivating autobiographies I have read.

The funny thing about the winners of The Apprentice is that it does not take much investigating to realize that it was not the television show that made them successful, but instead, their past successes that lead to the outcome on TV. Bill did a wonderful job of taking advantage of his television fame to enlighten readers on his version of success and what got him where he is.

In telling his life story, Bill breaks his journey into various success experiences that made him who he is. You will no doubt be surprised and impressed once you read his story. It is another great example of the value of biographies and autobiographies. There is so much to be learned from someone who has lived and accomplished so many of his dreams. In fact, now that I think back on it, it was this book that reignited my excitement for reading and self-education. It was the first book I had read in six months, but in the following six months I must have read twenty more. What a powerful effect. Anything that encourages reading and success is invaluable to an individual. Especially someone like you and me who is so focused on success.

I remember the burning feeling of excitement and motivation as I read about the things Bill proved to be possible and what it meant for me as I lived in Spain and worked to build a business of my own. His focus on developing one's personal skill set and the importance of values is uncanny. They are timeless words of success for anyone still heading toward their own goals (as all of you should be).

On top of such relevant content, I must comment on the book's structure. If anyone is to write a book (especially one they want others to read) I suggest they follow the format that Bill does. It is broken up into very easily digestible chapters with key points, messages and quotes dispersed every couple of pages. It

makes it so easy and engaging to pick this book up and run through fifty pages without even realizing it. On top of this, the end of each chapter has a “Lessons Learned” section that recaps key takeaways. It makes for a great quick reference. The ease and attractiveness of a book’s structure is sometimes as important as the content itself. Bill hit both these areas squarely.

Since first reading this a few years back, I have referred it to a number of colleagues, friends and family members, and keep in mind there are many books I read that never get recommended. That is the best I can do when I come across something so motivating. Who would have thought it would turn out to be a featured piece on one of my own projects towards success? There are often so many factors that contribute to one’s success. Unfortunately most people draw their own conclusions before learning the real story.

On your journey, you can be sure you will be challenged almost everyday with your direction and definition of success. It is only the ones who let those challenges feed into their drive that allows them to live their dreams of success as Bill has. I encourage you to do the same. Remember that for every person who decides not to do something, there is someone else willing to keep going.

-Reading for Your Success

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### **Stephanie says**

Pretty good book on business and perseverance.

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### **Vincent says**

A slightly interesting book. A basic biography containing Rancic's financial/entrepreneurial ups and downs with very little insight or useful knowledge.

I received it for free and would suggest the same for anyone.

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### **Molli says**

More biography than business philosophy, with more of an insight into Rancic's mind than any heretofore secret knowledge of success. Obviously a tie-in on the Apprentice hooplah, but still somewhat touching.

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### **Alina says**

Great read. A Pleasant book that keeps a reader entertained, full of inspiration. A tale about a boy next door making his way into entrepreneur world. The book is filled with many inspirational quotes from Bill Rancic.

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