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CONTACT: PATRICIA A. COMEFORD, PRESIDENT & FOUNDER, THE ESQUIRE GROUP<sup>SM</sup>  
(612) 340-9068; (800) 755-7779  
patc@esquiregroup.com

### **New Book Takes A Fresh Approach to Job Hunting**

In her groundbreaking new book, *Lessons from a Headhunter...with Heart!*, Twin Cities author and businesswoman Patricia Comeford, J.D., bridges the gap between typical “nuts and bolts” job hunting advice and self help. Her 16 years of experience as a headhunter have taught her that the most important parts of a job search – the spiritual, personal and introspective parts – are often overlooked. “Most job hunters are too eager to rush into sending out resumes,” says Comeford. “They never stop to deal with the emotional aspects inherent in changing jobs, and tend to focus on what job they can ‘get’ versus what they ‘want’.” This in turn leads to bungled job hunting, not to mention dissatisfaction in their new position.

Comeford instead advocates for making the job search process a four-part journey which includes: 1) carefully thinking about what has brought the job seeker to this point in their career; 2) overcoming the barriers that keep them from their true life’s work; and 3) mapping out a job search strategy designed to lead to not just any job, but the right job. Only after a job seeker has moved through the first three phases are they ready for phase 4): embarking full steam ahead on all the tasks necessary for a productive search, such as networking, crafting a killer resume and taking control of interviews.

Of course, in addition to providing emotional and spiritual guidance, Comeford’s new book has plenty of practical advice for job seekers too; after 16 years of working with top employers and seeing what makes them tick, she’s learned a few tricks of the trades. For example, she says, “Most job seekers are reluctant to negotiate when an employer makes them an offer. They don’t realize that most employers fully expect a candidate to negotiate, and will in fact be forming an initial impression of her based on the negotiation skills she displays during the offer and acceptance phase.”

Written in a conversational style, each lesson in *Lessons from a Headhunter* ends with a “Career Comfort” or affirmation to keep job seekers going when the going gets tough and to support them during what can be a very stressful time. “Changing jobs can be life-transforming,” says Comeford. “I know it was for *me* when I left the practice of law years ago to open my business. My hope is that *Lessons from a Headhunter* will help people not just switch jobs, but make their whole life better in the process.”

Patricia Comeford’s business, THE ESQUIRE GROUP<sup>SM</sup>, is a search, staffing and consulting firm to the legal profession. Its primary services include permanent and temporary search and staffing of attorneys, paralegals, legal secretaries, and litigation support staff, as well as specialized outplacement and career coaching services to leading law firms and in-house corporate legal departments. Ms. Comeford, a former practicing attorney, founded THE ESQUIRE GROUP<sup>SM</sup> in 1989; it was recently recognized as one of the Twin Cities’ Top 25 Executive Recruiters by *Twin Cities Business Monthly*. Ms. Comeford has also been recognized and acknowledged for her work within the legal industry in a number of other local and national legal and business publications.

Note: Additional information on THE ESQUIRE GROUP can be found at [www.esquiregroup.com](http://www.esquiregroup.com)

