

Five Reasons Why You Must Lie On Your Resume To Get A Job Today

By Max Stirner

Max Stirner is the pen name for a Former Fortune 500 Executive Recruiter. He gave up on the profession in disgust when he realized that the best person for the job seldom received the job offer. He is the author of the controversial manual, [Fake Resume: The Machiavellian Guide to Getting a Job](#) available for immediate download at [FakeResume.com](#) . He is an in demand Job Interview Coach, Resume Artist, and Career Transformation expert.

After the economic tsunami of 2008, corporations quickly learned that they could get one employee to do the work of two and sometimes three employees. Because of this massive shift in labor power, the job search process will never be the same again. Stories abound of the long term unemployed sending out literally hundreds of resumes and cover letters to no avail. There are also many so called “under employed,” those with jobs but barely eking out a living.

I’m here to tell you that your best chance of getting a great job, and a significant raise in your pay, is most likely going to depend on you lying on your resume and cover letter. Before you have a knee jerk response to this suggestion please consider a few reasons why you really have no choice but to lie if you’re serious about getting a good job in these economic times.

It’s important that you understand that the best candidate for the job rarely gets the job; rather, the job candidate with the best job interviewing skills does. Though there is no correlation between job interviewing skills and actual on the job performance, this is exactly how most people are hired in today’s job market. In fact just about every commonly used criteria by hiring managers from work history, education, credentials, and such rarely lead to the hiring of stellar performers. Deep down these managers know this, whether or not they care to admit it, so they turn to mental short cuts to help them decide who to hire. One of these short cuts is to throw away as many resumes as possible on the first pass.

Imagine a tired Human Resources Manager, or hiring manager sitting at their desk after a long week. A stack of 300 resumes sits on their desk. It’s already 6 PM, and they should have left for home an hour ago, but they can’t because upper management has been screaming for this position to be filled ASAP. So, they proceed to blast through all three hundred resumes in what would most certainly could attain some sort of Guinness Book World record status. The goal is to cull the list down from the 300 resumes to 10 to twenty people to schedule for phone interviews.

The first pass through will take less than 10 seconds per resume. That's not a typo, that's TEN seconds each. The following list explains the five things that will IMMEDIATELY put your resume in the garbage can in ten seconds and why you need to lie.

1) Having an Ethnic Sounding name will reduce your chances of a call back by 50%

In a study done by the National Bureau of Economic Research titled, "[Are Emily and Greg More Employable than Lakisha and Jamal? A Field Experiment on Labor Market Discrimination](#)," researchers sent out over 5,000 fake resumes and discovered that "Job applicants with white names needed to send about 10 resumes to get one callback; those with African-American names needed to send around 15 resumes to get one callback."

Several other similar studies have come to the same conclusion. If your name is ethnic sounding in any way, whether your name is Javier Martinez, Ho Nguyen, Consuela Garcia, Latisha Jackson, or Abdul Mohammed, your best bet is for you to change it to something more Anglo sounding.

2) Unemployed More Than Four Weeks? Forget it!

You will be discriminated against if you've been unemployed 4 weeks or longer

A recent study has confirmed something that has been obvious to unemployed people for a long time: The longer a person is unemployed, the less likely it is he or she will find a job.

As [Huffington Posts' Arthur Delaney](#) notes "The authors of a new National Bureau of Economic Research study sent 12,000 fake resumes to real online postings for jobs in 100 U.S. cities in 2009. In each resume, the fake job candidate had been out of work anywhere from one month to three years. It turned out that the longer the jobless spell, the fewer the callbacks. "

3) Anything on your resume that hints that you're over the age of 50

The older you are (regardless of your experience) the less chance there is of you getting a job.

"Workers over age 55 made up 54 percent of the long-term unemployed -defined as people out of work for more than 27 weeks -- up from 50.9 percent in August", according an analysis by the AARP Public Policy Institute.

4) No Matter What You Put in Your Resume, They Think You're A Liar

This is a big one. Hiring managers and Human Resources Managers assume that 30% of ANYTHING on a resume over cover letter has been embellished. To put it bluntly, they think that 1/3 of your resume is an outright lie. Your discounted resume hurts you more than you realize.

Think about it for a second. If you're completely 100% truthful and honest on your resume, they're only give you credit for 2/3 of your hard earned work experience! So you're damned if you do (assuming you don't lie the right way) and you're definitely damned if you don't!

5) You Live in the "Wrong Neighborhood"

Your address can and will be used against you. I can't tell you how many times I watched an HR Manager copy and paste someone's home address from the top of a job applicant's resume and put it into Zillow, Google Maps or Trulia to try to determine the person's socio economic background. If they thought the neighborhood you live in wasn't up to their standards, in the

garbage went the resume, without the HR manager having even bothered to read the rest of it. Either leave your address off, a phone number and professional sounding email address are more than sufficient these days. Or if you feel you must use some sort of address, get a PO Box in an affluent part the city.

It's important to note the distinction about lying about something that is relevant to your ability to do the job versus lying about something that could prevent you from being considered for a position because of something you can't change.