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Why College Has No Application to Reality... *Gen X Career Coach Teaches Grads How to Succeed in the “Real World”*

Earning a college degree does not guarantee success in corporate America. The world of entry-level employment is a rude awakening for most college graduates, who generally have unrealistic expectations of what their jobs, benefit packages and daily lives will actually be like once they get out of school.

You’re Too Smart for This: Beating the 100 Big Lies About your First Job, by Michael Ball, is a fun, practical survival guide for recent graduates and young professionals to help them avoid the biggest mistakes made by new hires in the world of entry-level employment; a world that contains a long list of unwritten rules, stark realities, and dirty little secrets which were never talked about in college.

“*Life isn’t about what school you graduated from, or even whom you know,*” says Ball during his popular seminars. “*No, the first job is actually about paying dues, brown-nosing and keeping your foot out of your mouth during meetings.*”

Using 100 of the most common myths and misconceptions held by new hires, *Career Freshman Company CEO Michael Ball* reveals the practical realities behind the lies:

- Lie #7 - If you got hired, that means they trust you
- Lie #10 – Intelligence makes up for experience
- Lie #60 – More hours, more success
- Lie #76 – The money will make you happy
- And many more...

You’re Too Smart for This is a hilarious, eye-opening guide that’s written in an easy-to-use *tips* format from someone who’s “been there, done that...well.” Unlike most career books, it speaks the language of the smart, young, know-it-all *Gen Z* professionals, who are about to discover the hard truth about entry-level employment: “*It sucks.*” And, it slyly incorporates many solid principles for corporate success, such as mentoring and skills acquisition.

No matter what major or industry new professionals have chosen, whether they think most jobs are “beneath them” or “above them,” ***You’re Too Smart for This*** will help them *get the hang* of working life, *get on top* of the daily drag, position themselves to *get ahead* in corporate America, and even have fun (while *getting a clue*) along the way!

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ABOUT THE AUTHOR

Michael Ball is the founder and CEO of *Career Freshman Co.*, the entry-level training authority to the Fortune 1000. As a management consultant, Ball's client roster has spanned across several industries to include leading brand name companies, and his training curriculum has also been adopted by colleges and educational departments across the country.

Five-and-a-Half Things to Know About Michael

- Michael Ball holds a degree in psychology and business from UCLA, and is a nationally-recognized author, speaker, and thought leader in the space. Also widely considered to be an above-average dancer.
- As a consultant, Michael has leftover business cards from some of the leading players in the space—no less than Deloitte & Touche, Computer Sciences Corporation, and Arthur Andersen. Yet he doesn't own a paper shredder.
- Michael's client roster has spanned across a range of industry verticals and categories, including work with American Honda, Cisco, Dell Computer, FedEx, General Motors, H-P, P&G, PNC Bank, Toyota, and Unilever. Whew.
- His books and seminars have been adopted by schools across the country, counting UCLA, UC Berkeley, Oberlin College, University of Wisconsin Business School, Michigan State University, among other cold places.
- Michael has also been featured in both trade and commercial publications—including the college and career editions of the *Wall Street Journal*—and is endorsed by a range of leaders in the field.
- Fun Fact: He shares or has shared agency representation with authors ranging from Dr. Spencer Johnson—bestselling writer of *Who Moved My Cheese?*—to *Saturday Night Live* humorist Jack Handey. (Although they've sold more books).

**You're Too Smart for This:
Beating the 100 Big Lies About Your First Job**
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