



Phony!: How I Faked My Way Through Life

By Andrea Stanfield

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Phony!: How I Faked My Way Through Life By Andrea Stanfield

In 1998, Andrea Stanfield told a lie that became the foundation of her professional life. In an interview with the accounting department of a Florida engineering firm, she claimed, verbally and on paper, that she held a bachelors degree in business from a large midwestern university. In fact she had only a high school diploma. Through sheer moxie and impressive interviewing skills, she got the job, and eventually this lie became the steppingstone for a very successful professional life.

This is the story of a liar, not a born liar but someone who as a young person full of ambition started taking shortcuts and realized she could get away with it. Blessed with native intelligence and the ability to think quickly on her feet, Andrea navigated her way through professional management circles and a series of salary increases. When the opportunity to move to another company arose, she took the chance of being caught and interviewed again. Faced with a background check, she compounded her previous deceptions by arranging for a very realistic but fake diploma. Once again, the lie worked and she went on to succeed in her new company as never before.

Eventually, the girl with the high school diploma ended up as the manager of the two largest financial districts in the firm. Still in her early thirties, she oversaw twenty offices and forty employees, traveled frequently, became an adept public speaker and regional trainer, and was singled out for her leadership talent.

In the end, the guilt of living under false pretenses took its toll. Part of her job involved advising employees in annual reviews to go back to school to advance their careers. How could she just "look people in the eye and lie"? What would she tell her growing daughter someday about the secret of her success?

Part confessional, part morality play, this intriguing autobiographical tale of a "white lie" that snowballs into an avalanche is a warning to personnel managers, employers, and employees that people are not always all that they seem.



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Editorial Review

From Publishers Weekly

Ten years ago, at the age of 25, first-time author Stanfield was involved in a bitter custody battle with her ex. Although an experienced bookkeeper, she lacked a college degree and couldn't make enough money to support her daughter and her lawyer. And so, by fudging her resume with a nonexistent business administration degree, Stanfield founded an improbably successful managerial career on a lie. After struggling to make money on commission as a stockbroker, she lands a Business Manager position in the accounting department of an engineering firm, and eventually climbs her way to "success, respect, and moolah," not to mention a 300-person staff. Unfortunately, Stanfield was so used to "faking it," she couldn't stop even for "making it." Already suffering from anxiety attacks, Stanfield's situation goes from bad to worse when her boss is discovered to have swindled \$50 million from the company, and all the employees come under close scrutiny. Unfortunately, Stanfield's plunge to the bottom, "overwhelmed with guilt, humiliation and regret," and climb back to a happy medium-she's now a happy dog trainer-make a somewhat overblown addition to the confessional memoir genre.

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Review

"[T]his plot-heavy memoir will keep scandal-hungry readers more than entertained." --**Hipster Book Club**

"...a striking and informative read and recommended for both business and general-interest collections."

--**The Bookwatch/Midwest Book Review**

About the Author

Andrea Stanfield (St. Petersburg, FL) is now a certified dog trainer. Her previous positions included business manager and district administrative manager for two engineering firms.

Users Review

From reader reviews:

Scott Croft:

Why? Because this **Phony!: How I Faked My Way Through Life** is an unordinary book that the inside of the book waiting for you to snap it but latter it will zap you with the secret it inside. Reading this book next to it was fantastic author who have write the book in such remarkable way makes the content interior easier to understand, entertaining way but still convey the meaning thoroughly. So , it is good for you because of not hesitating having this ever again or you going to regret it. This amazing book will give you a lot of gains than the other book get such as help improving your proficiency and your critical thinking means. So , still want to hold off having that book? If I were you I will go to the e-book store hurriedly.

Blair Gant:

Do you have something that you want such as book? The publication lovers usually prefer to pick book like comic, small story and the biggest you are novel. Now, why not striving **Phony!: How I Faked My Way Through Life** that give your enjoyment preference will be satisfied simply by reading this book. Reading

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Teresa Randall:

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