



John Hotard <jbhotard@gmail.com>

Fwd: Networking in Job Search

1 message

John Hotard <jbhotard@gmail.com>
To: John Hotard <jbhotard@gmail.com>

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NETWORKING IN YOUR JOB SEARCH

Why Network?

1st - Networking works; if you do not network in some fashion you will most likely will have a hard time finding work; some researchers found over 70% of jobs come from networking.

2nd- Networking is about connecting and re-connecting with people; it is not cold calling- it is warm calling; you get back as much as you give. It is relationship building.

3rd - A person in your network can also be seen as a "reference"; when a persons tells you about a job a friend who has an open position, that networking person is now also a first level reference.

4th - Networking does not have to scary or uncomfortable; you are just telling folks you have a certain career focus at the the present and you either set up an informational meeting with them (could be phone call, short meeting at their office, home or even coffee shop) to either announce you are targeting work in a certain area and would they keep their eyes and ears open for possibilities or even better way is to just call them to set up an "informational interview" on the phone or in person. Ask simply "what are industry trends in the X industry and in particular at companies Y and Z."

5th Good networking requires research which can be quite interesting to do ! Look into industries with trends that interest you on the Internet and Goggle them (and remember the website Indeed.com give you hiring and salary trends). This is

the type of information you can use in both your interview and when you do informational interviews.

6th Informational interviewing or surveying folks in industries does work; it shows a sincere, thoughtful interest in target industries and job functions; it show others you are organized, serious and you simply know how "who you" are can best match with "what they may need" in your target industries.

7th Networking is clearly a "numbers" game; the a lowly contact who is a friend is as useful as the a powerful person who does nothing to help. You never know who or what will come through for you .

8th Be organized about networking. Create a system to keep track of who you contact, when you contacted them, what was said and certainly thank them every step of the way. Also keep key networking "friends" aware of your search progress with some chatty positive notes to tell them " it is challenging, yet I am still looking- so keep alert for any opportunity - and as always- thank you for supporting my efforts."

9th There are new social networking technologies out there- LinkedIn - Facebook- or even start a blog.

10- If you are a bit shy, one of the best things to do is become a member of a professional association in a field of interest and volunteer to be on an association committee that interests you. It gives you a chance to connect in a real way with fellow committee members and by your committee work they can actually see how you are also a hard working effective person. The same committee members could refer to opening and act as a reference too.

11. Also do not forget to touch base with all the organizations and associations set up to help folks with disabilities find work. They not only have leads some times, but offer extensive job search training and on-going support. It is very difficult to do a job search if you are isolated- finding work is all about reaching out and connecting with people!