

Fast Track Your Job Search Through Networking

1. Resources for Job Search Success

2. Types of Networking

3. The PPNJSC

(Proactive Personal Networking Job Search Campaign)

4. Q & A

Presenter:

Richard Kirby, CPC

Resources for Job Search Success

Resources

Channels to the Market

Positions in the Job Market

Commitment

Online – 5%

Published

Attitude

Direct Contact – 10%

Unpublished + Uncreated

Goal(s)

Recruiters – 15%

Published/Unpublished

Action Plan

Networking – 70%

Mostly Unpublished + Uncreated

\$ & Patience

Coach, Etc.

Types of Networking

Online – Affinity Groups, Social Media, etc.

Group Meetings – Social, Professional, Industry, Fraternal, Alumni, Job Seekers, etc.

One-on-one – Informational interviewing, PPNJSC, etc.

Common Networking Mistakes

- 1. Discuss networking, but don't define it**
- 2. Negative perception of networking**
 - 3. Rely on amateur advice**
 - 4. Poor records and follow up**
 - 5. No measurement system**
 - 6. No networking plan of action**

The PPNJSC

(Proactive Personal Networking Job Search Campaign)

Proactive – Take action!

Personal – Your goals and resources

Networking – One on one w/ the employed

Job Search – For this purpose

Campaign – Goal, strategy, commitment

***Proactive Personal Networking Job Search Campaign
KEY ELEMENTS***

- 1. One-on-one vs. groups***
- 2. Springboard off your existing relationships (top 20)***
- 3. Strive for win/win interactions***
- 4. Professional image and follow up***
- 5. A target employers list (50-100)***

Proactive Personal Networking Job Search Campaign
KEY ACTIONS

- 1. Deliver on win/win intentions*
- 2. Know and clearly describe your objective*
- 3. Listen more than you talk*
- 4. Send Thank You notes*
- 5. Keep contacts informed*

Proactive Personal Networking Job Search Campaign
GROWING and TRACKING YOUR NETWORK

1st Lvl	2nd Lvl	3rd Lvl	4th Lvl	Notes / actions
Steve Job	Billy Gates			Billy will not return calls
	John Jones	Will Smyth		Call Will 5/19
Bob Cane	Klark Kent	Lois Loehn		Meet Lois 5/22
	Bruce Wayne	Dick Gray	Alfred Neuman	Meet Alfred 5/23

Adjuncts to Your PPNJSC

- 1. Business card*
- 2. LinkedIn.com, etc.*
- 3. Industry and professional meetings*

Additional Resources

- ✓ **Richard's occasional webinars**
 - subscribe to my free career newsletter by emailing me
- ✓ **Read *Fast Track Your Job Search (and Career!)* at www.fasttrackyourjobsearch.com**

