

What Worked For Me in Job Search

- First step was to write down 3-4 career paths that I wanted to explore. Have a narrow, focused list in order to “dig deep” in finding out about the opportunities that exist in those specific fields.
- Scheduled “informational meetings” not to exceed 20 minutes in length
- First set of meetings were held with people in the business of job placement, recruiting, and human resources to find out what employers were “looking for “ in new hires
- These meetings were set up either by personal contacts or by calling and speaking directly to the manager or president of the company. Use your imagination to figure out your own way to speak directly with the person that runs the organization.
- Next set of meetings dealt directly with the fields I was interested in. In most cases, I found friends that knew of people currently working in the fields I was interested in. I asked them for an introduction by e-mail and I took it from there. In over 40 meetings, I WAS NEVER DENIED HAVING A MEETING SCHEDULED.
- I did research on every company/ business that I had meetings with. I opened each meeting with the phrase” I did some due diligence on finding out about your company like, However, I would sure appreciate you telling me more about it. Off they went for 10 minutes of comments and I was able to pick up the KEY points that each individual thought were important both about themselves as well as their companies.
- I then incorporated words, phrases, and descriptions that were used to describe myself and my business employment aspirations. Not once did I ask for a job, but I did ask the question of each if they believed that after our conversation, I would be a good fit within their company.
- I also asked each one after our meeting if they knew anyone else that I could speak with in order to help me on my transitional journey. I also asked if they would be so kind in writing an introductory e-mail to the new contact and I would take it from there. Everyone not only agreed, but many would follow up to be sure that their contact scheduled a meeting with me.
- After the meeting, I wrote a hand written “Thank You” card. I bought 25 at Wall Mart for \$5. Telling each one thanks for the help and their time and ended each note with” I hope in the future I am able to return the favor” Almost every contact that I made continued to follow up, provide new leads or names, and basically wanted to be part of a conclusion in my search.
- I mentioned that I applied to 20-25 jobs sent to FPCJobs on line. I customized an intro letter for each as well as mentioned I was an active member of FPC. I additionally followed up with an e-mail to each one asking if it would be possible for me to have an informational meeting with them to learn more about the company and position. I never received any correspondence or contact from any of these companies.
- I worked in the job search as I would in any other job; 8-5 Monday Thru Friday. No Career Builder, Ladders, etc. FACE TO FACE INFORMATIONAL MEETINGS, YOU CAN DO IT & IT WORKS!