

Career Jockey

Run your career hard so it doesn't run you!



A Networking Mentality to Get
You Employed

www.careerjockey.org

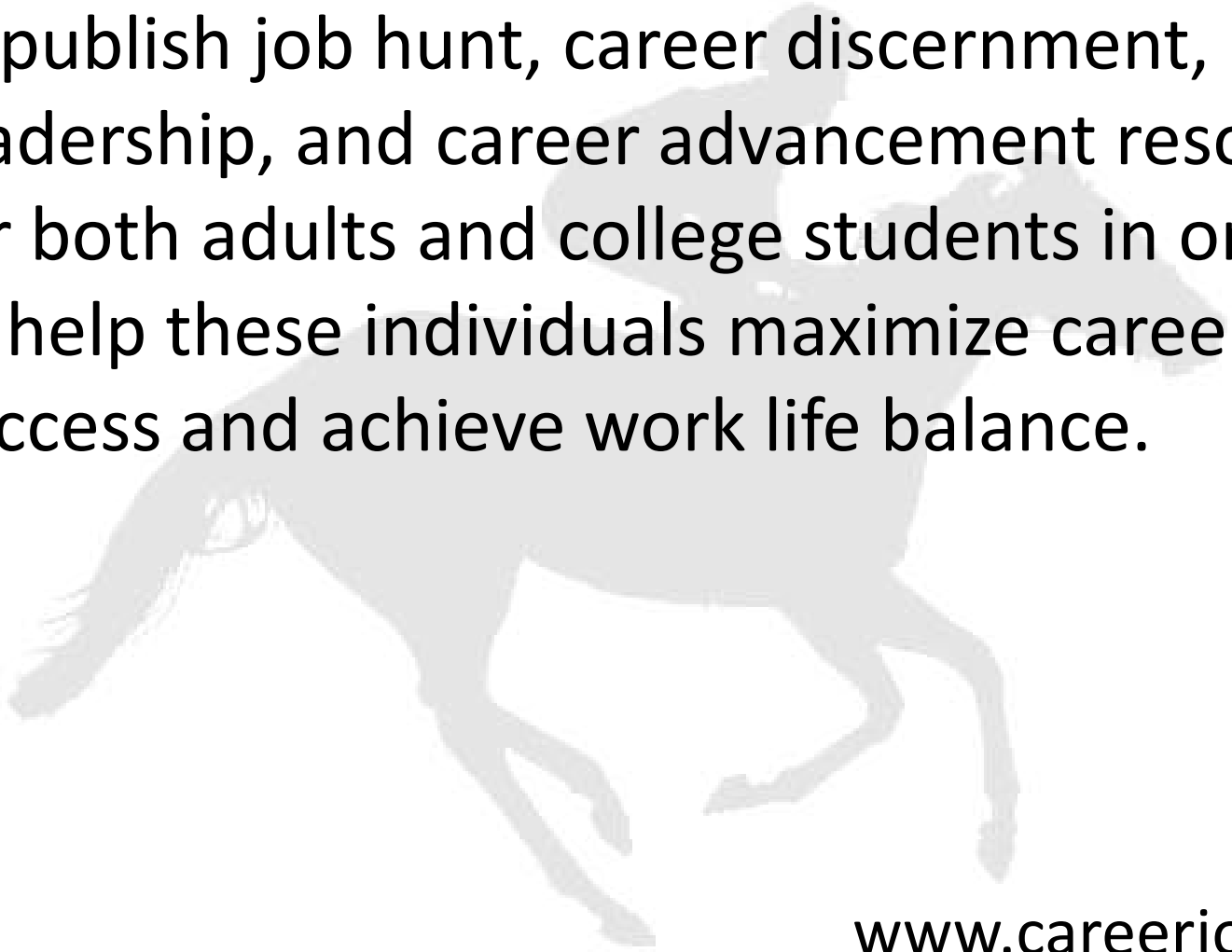
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The Original Career Jockey

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Career Jockey Mission

To publish job hunt, career discernment, leadership, and career advancement resources for both adults and college students in order to help these individuals maximize career success and achieve work life balance.



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Who is the Jorge Diaz guy?

- Technology professional
- Experience working at IBM, Compaq/HP, KPMG Consulting, Bank of America
- Currently employed (and thankful)
- **Job seeker alumni**
- Back on Track Network board member
- Passionate about supporting the unemployed

Ineffective Job Hunt Activities

- Using the Internet - 4 to 10%
- Mailing out unsolicited resumes – 7%
- Answer ads in professional or trade journals-7%
- Answer local newspaper ads – 5 to 24%
- Employment agencies or search firms-5 to 28%

*Based upon information from “What Color is Your Parachute”
by Richard Nelson Bolles

Job Hunt Activities That Work

- Asking friends and family for job-leads-33%
- Knocking on doors of employers (cold call) – 47%
- Identify companies via phone book then calling for positions – 69%
- Job clubs then calling for positions – 84%
- Doing a life changing job hunt – 86%

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Your Networking “Team”

- They are not likely to know you personally
- They may not be familiar with your background and/or industry
- They are well intentioned, but typically do this haphazardly
- They are not necessarily highly motivated
- Examples from my wife’s job search

Networking Essentials

A clear, concise, memorable
message



Is Your Message Clear?

- I'm looking for a job in hospitality
- I have an eclectic background
- I have a background in logistics and supply chain management. My role is typically located in procurement organizations
- University level business school adjunct professor

Is Your Message Concise?

- Accounts payable, accounts receivable, controller, operations manager, collections agent
- I have a really broad background from having run my own business for so many years



Is Your Message Memorable?

- Good Inexpensive Masseuse
- Mortgage Broker / Depressed / Frustrated
- Technology Leader / Org. Behavior Specialist / Security & Compliance Expert
- Techie (A Problem for me as a Networker)
- Customer Service Expert / Sales Professional / Problem Solver
- Communications & Marketing Major / Hard Working / Intern Candidate

Resume Messaging

Resources

- www.CareerJockey.org
- What Color is Your Parachute by Richard Nelson Bolles
- Breakthrough: The Hate My Job, Need a Life, Got Laid Off, Can't Get No Satisfaction Solution by Jeannette Kraar



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Worry looks around, sorry looks
back, faith looks up.

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