



*Your Complete Guide to  
Networking in the Job Hunt*

*Presented By: Rose Jonas Ph.D.  
The Job Doctor*

# **Your Complete Guide to Networking in the Job Hunt**



***Rose Jonas, PhD***

**The Job Doctor**

# Objectives

- **Knowledge**
- **Courage**
- **Willingness**
- **Connections**



# Agenda

- **Questions**
- **Your complete guide**
- **Practice**
- **Answers**
- **Prizes!**



A photograph showing the hands of several people in business suits stacked in a circle. The hands are of various skin tones, and the suits are dark-colored with light-colored cuffs. The background is a plain, light color. The text "Your biggest question about networking?" is overlaid in the center of the image.

**Your biggest question  
about networking?**

# Networking



- **Building relationships**
- **It's all about them**
- **It's all about U**

# Why you're lousy at networking



- **Alone**
- **Appalled**
- **Entrepreneur**
- **Mi**
- **Value**
- **Fear**

# What you need



- **Structure**
- **Goals**
- **Daily**
- **Accountability**
- **Water cooler**

# The Facts about Networking/Marketing

- Numbers game
- 50% more now
- Hardest stuff produces fastest results
- Most of you need a whip-cracker



# Rules of Thumb

The background of the slide features a checkers board with a path of yellow squares leading from the bottom towards the top. Four figures, each constructed from folded US dollar bills, are positioned along this path. The figures are stylized and appear to be walking or standing on the board. The overall color scheme is light blue and yellow.

- **Shower**
- **Busy is chicken**
- **Don't bleed**
- **Buddy system**
- **“Best way out is always through”**

(Robert Frost)

# About Who You Are Now

- **Loss**
- **What do I say?**
  - **Consultant**
  - **Position**
  - **Them**
  - **You**
- **Embrace the growth opportunity**



# **Your Complete Guide**

- **Right for me**
  - **Persona**
  - **Preparation**
- **What's your value proposition?**
  - **I help companies. . .**



# Your Complete Guide

- **Networking Gravitas**
  - [grav-i-tahs, -tas]
  - *noun*
  - **seriousness or sobriety, as of conduct or speech.**

A photograph of four people in a line, shaking hands from left to right. The background is a light, bright color, and the image is slightly faded to allow text to be overlaid. The people are dressed in business casual attire.

# **Networking Gravitas**

- **Cold calls**
- **Warm calls**
- **Associations/Meetings**
- **Volunteering**
- **Golf on Fridays**
- **Someplace interesting**
- **Social networking**
- **Internet**
- **Surprise! Showing up**

A group of four diverse individuals (two men and two women) are shown in a circle, shaking hands. The image is semi-transparent, serving as a background for the text. The title 'Support Network' is centered at the top in a large, bold, black font. Below it, a bulleted list of seven support roles is presented in a smaller, bold, black font.

# Support Network

- **Spouse/partner**
- **Family**
- **Spiritual home**
- **Organization/association**
- **Mastermind**
- **Accountability buddy(ies)**
- **Coach**

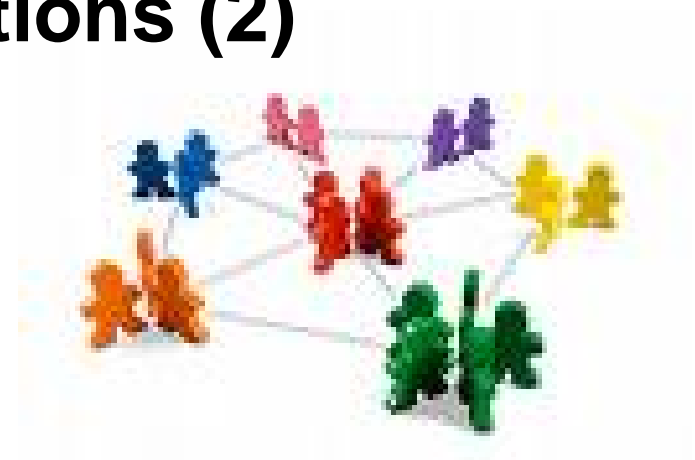


# **Personal Growth Opportunity**

- **Courage**
- **Diligence**
- **Persistence**
- **Discipline**
- **Gratitude**
- **Kindness**

# Pitter-Patter of Networking

- *What do I say? – Phone*
- Name
- Reference
- Them
- Purpose: Prepared questions (2)
- Them: Reciprocity
- Follow-up?



# Pitter-Patter of Networking

- *What do I say? – In Person*
- Thanks
- Notice I
- Notice II
- Question – them
- Your point/objective
- The ask
- The kill (maybe)





**BREAKOUT!**

The background of the slide features a stylized globe composed of numerous human figures in various colors (red, orange, brown, grey) holding hands to form a spherical shape. The globe is set against a light blue and white background with a yellow gradient on the right side.

# Summary

- **Value you bring**
- **Overcoming fear**
- **Accountability system**
- **Structure and goals**
- **Processes: Planning & asking**
- **Consistent action**
- **Day by day growth**

# Questions?

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