

WELCOME TO THE JOURNEY SERIES

My Job Search Journey: 6 Session Series

Sponsored by Joseph's People, Ltd.



Instructions for Participants

- **This session is being recorded.**
- **You will be muted during the first portion of the webinar.**
- **Please use the CHAT feature to ask questions of the speaker during their presentation.**
- **After the speaker has finished presenting, we will stop recording, open mikes and you will be able to ask questions verbally.**
- **Two attendees will be randomly chosen to receive a \$25 gift card. An email will be sent to the winners following the meeting.**
- **A recording of this session will be available on the Josephs' People website a few days after the live session. www.josephspeople.org**

Networking: A Key Job Search Skill

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A RELATIONSHIP
IS ONLY AS
STRONG AS
THE TWO
PEOPLE IN IT.

WWW.LIVELIFEHAPPY.COM

What is Networking?

Building a mutually beneficial relationship with another person



Why Network?

- Gain new information
- Gain new connections
- Broaden our horizons
- Enrich our lives
- Find an answer to a question or problem
- Get other people's viewpoints
- Discover new friends
- Find out more about a target company



Where do we Network?

- Professional Association meetings/conferences
- Networking Events/Groups
- Parties
- Religious groups
- Kids events
- Meals
- Neighborhood Events
- Zoom/Teams
- ANYWHERE!!



Networking Do's

- Always be prepared – networking cards, networking profile, target company list, elevator speech, LinkedIn profile, LinkedIn link
- Always ask how you can help him/her
- Be gracious, polite and positive
- Focus on that person
- Consider every situation as networking
- Follow up and do what you say you are going to do



Networking No's

- Don't blanket the world with your resume
- Don't ask for a job
- Don't do all of the talking
- Don't expect someone to give you all of their contacts
- Don't expect someone to find you a job

Elevator Speech (30 second intro)

What is it – a brief introduction to who you are, what you can do, what your strengths are, what type of position you are looking for

When do you use it – networking, interviewing, introducing yourself

Why do we use it – to introduce yourself and get the other person to say, tell me more; to answer the question, tell me about yourself

How long – 30 – 60 seconds



I am a _____

With experience in _____ industry/function/field

My strengths include _____

I have specific expertise in _____

I am seeking _____

Elevator Speech Example

Share your elevator speech with the other person in your breakout room. Ask for feedback on your elevator speech. Make sure to incorporate some of the do's and don'ts we mentioned.



Practice

One on One Networking

- Get to know the person you are connecting with
- Have a goal to accomplish through the meeting or call
- Research the person and prepare questions you want to ask
- Send the networking agenda and a short profile or bio of your information ahead of time
- Refine your elevator speech for the person you are meeting with
- Follow an agenda and be aware of the time
- Ask how can I help you
- If in person, exchange cards
- Follow up – thank you, LinkedIn invite, networking newsletter



Networking Agenda

- Introductions
- Share goals
- Ask and answer questions, ask for and give advice, make suggestions
- Ask what you can do to help
- Connections and Information – mutually share connections and information that benefit each other
- Closing, thanks and follow up



Group Networking Events

- Have a goal to accomplish through the event
- Research the organization holding the event
- Research the people attending the event
- Refine your elevator speech for the event and people
- Make sure to focus on the people you want to meet and don't try to meet everyone; be purposeful
- Ask a question, share information
- Ask for their networking card and share yours
- Follow up with people you want to continue to build a relationship with – thank you, LinkedIn invite, meeting/call



Networking Motto

You are only one person away from your next position



Q & A

We have now stopped recording and will go to an open Q&A session

Feel free to open your mike and ask questions verbally. Please raise your hand to be recognized.

You may also type your questions in the chat.

Resources

Journey Handbook

<https://josephspeople.org/resources/my-journey/>

Blue Resource Guide

<https://josephspeople.org/resources/>

Session recordings

<https://josephspeople.org/past-presentations/>

Other resources:

- 211 – United Way Resource Hotline
- 988 – National Mental Health Hotline
- Joseph’s People Helpline 610-873-7117

Future Sessions

Be sure to register for upcoming sessions here:

<https://us02web.zoom.us/meeting/register/tZEpcceCgpj0sGdLVPWIcat3gHuVsEhwqyHC->

March 14: Ace the Interview - Alan DeBack

All meetings will start at 7 pm. You must pre-register to attend.

**This session
was recorded
for Joseph's
People, Ltd.**



Joseph's People

Joseph's People is a non-denominational and ecumenical non-profit group that serves unemployed and underemployed people. Since 1995, we have helped more than 5,000 people to recover from job loss. All meetings and events are FREE.

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