## Discover your own valuable Network!



| When you war   | nt to find a | ı job, you | need job | leads.  | Begin by  | starting a | job | search | network. | A n | etwork |
|----------------|--------------|------------|----------|---------|-----------|------------|-----|--------|----------|-----|--------|
| starts when yo | u talk to p  | eople you  | know an  | d do th | ne follow | ing:       |     |        |          |     |        |

... Tell them you are looking for a job.
... Talk about what kind of job you want.
... You explain what sorts of things you can do on the job.

Your network begins with you and those closest to you. It moves out from there to those who are not so close but whom you have a positive relationship with. Don't discount those who may not know you very well.

| 1) | Fill in the blank line.                   |  |
|----|---|--|
|    | A favorite friend or classmate            |  |
|    | A favorite friend of your favorite friend |  |
|    | A favorite teacher                        |  |
|    | An instructor who favored you             |  |
|    | A favorite former boss                    |  |
|    | A current supervisor                      |  |
|    | A favorite co-worker from a former job    |  |
|    | A favorite former classmate               |  |
|    | A favorite business owner/manager         |  |
|    | A favorite member in your community       |  |
|    | A favorite youth worker                   |  |
|    | A favorite camp counselor                 |  |
|    | A favorite neighbor                       |  |
|    | A favorite relative                       |  |
|    | Other                                     |  |

**B)** Now choose seven or so of those folks listed whom you are likely to talk to about your goals. Remember, a network starts when you <u>talk</u> to people you know and do the following:

... Tell them you are looking for a job.
... Talk about what kind of job you want.
... You explain what sorts of things you can do on the job.

## Once you've identified your network, you need to put it to work.

## A bicycle works best when it has a rider.

Keeping track of your footwork helps you recognize all your hard work. It also helps you know how long it's been since you've made connections.

| contact | Outcome and fallows                             |   |
|---------|---|---|
|         | Outcome and follow-up                           | Notes   |
| 12/5/03 | Knows someone who is looking for stock tierson  | Call again in one week-<br>12/12/03                   |
| 12/0/00 | Taiows someone who is working for storic person | 12/12/09  |
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|         | 12/5/03   | 12/5/03 Knows someone who is looking for stock person |