

HR Professionals in Transition Series

“The Ten Truths”

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Ten Truths of a Job Search or Career Transition

1. In most cases, employers hire folks they know and like – whether or not they have the appropriate experience, background, or skills to do the job.
2. Most job openings are not advertised or posted. These highly desirable jobs constitute the “hidden job market.”
3. There is a structured and successful method for accessing the hidden job market. It is a networking process called The New Way Job Search and most people don't know it exists or how to use it effectively.

Ten Truths of a Job Search or Career Transition Cont.

4. Until you take yourself seriously and honestly, acknowledge your skills, values and interests – the essence of who you are – it is unlikely that you will find enjoyable and satisfying work.
5. Contrary to what you may think, what a potential employer wants is not nearly as important as what you want.

Ten Truths of a Job Search or Career Transition Cont.

6. If you can show a potential employer how you can make money, save money, or save time, he/she will seriously consider you for a position, whether or not there is an opening.
7. The prime rule of a successful job search: Constantly talk to people – anyone, anywhere, anytime.
8. You do not need a formal resume to conduct a productive job search.

Ten Truths of a Job Search or Career Transition Cont.

9. A successful job search is 10% analytical (technique and strategy) and 90% emotional (whether you feel good enough about yourself to use the techniques and strategies).
 10. In summary, much of what you believe to be true about the job market, probably isn't.
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