

## Job Search Strategies for Tough Economic Times



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### Learning Objectives

- Understand why a multi-faceted job search strategy is so important.
- Identify several different strategies useful in a comprehensive search.
- Explore primary strategies through exercises and practice.
- Develop a plan to put strategies into action.



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### Before You Start: Identifying Your Skills

- What are your career-specific skills?
- What are your transferable skills?



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## Before You Start: Your One-Minute Commercial

- How do you describe who you are/what you do?
- How do you serve your customers?
- How are you helping customers solve problems?
- One recent success story?



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## Job Search Strategies

- Use every strategy at your disposal
- Get outside your comfort zone!
- Don't rely just on the Internet
- What strategies that you can think of?

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## Building Your Network

- How do you start building your network?
- Who should be in your network?
- How do you keep track of your network?



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## Possible Network Contacts

- Family
- Friends
- Colleagues
- Neighbors
- Community Contacts
- Faith Contacts
- Other?



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## Good Networking Questions

- How did you get into this type of work?
- What changes are happening in your career field?
- What do you like best/least about your field of work/current position?
- What types of skills (technical/transferrable) are important to success in your field of work?
- What advice would you give to someone interested in your organization/career field?
- What are your biggest professional challenges?

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## Deciding Where to Focus Your Job Search

- Target Industries
- Target Companies
- Target Geographic Areas



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## Pulling It All Together

Use the worksheet provided to develop goals for your first three action steps in your search.



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## Resources

- Internal
  - Human Resources
  - Direct Supervisor/Manager
  - *Who Else?*
  
- External
  - MHN Online [www.members.MHN.com](http://www.members.MHN.com)
    - company code: cityoflosangeles
  - MHN EAP Clinical Services
  - *Who Else?*



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