

What's Next Cheat Sheet

How to Improve Your Chance of Finding a Job

- Have relevant experience (i.e. write software or administer network)
- Attend professional events and network
- Optimize LinkedIn profile
- Blog or write relevant articles
- Find a mentor
- Internship – even if it is unpaid
- Make sure all of your friends and relatives know when you are on the job hunting trail
- Talk with all the major recruiting companies in the area

Don't sit at home waiting for the phone to ring or the email to ding.

How to get experience

- Find a nonprofit or for profit company that needs something you can do and do it for them for free.
- Create a product of your own desire
- Bid on projects via project web sites – Odesk, Elance, Freelancer.com, Guru.com
- Ask your mentor for advice

Tips for success in business

- Always look for win-win
- Always look for how you can add value to situations – save time, save money, make money
- WIIFM
- Smile and be upbeat
- Communicate
- Don't oversell yourself – under promise and over deliver
- Listen
- Ask for referrals
- Speak at events
- Write articles, white papers, blogs, and books
- People do business with people they know, like, and trust.
- Listen some more

Problem = Opportunity

Your assignment. Create a profile on LinkedIn if you don't already have one. If you have one, look at it from the perspective of a future employer and fix accordingly.

Then send me a connection request using the email jwalling@wallingis.com and when I accept, send me a message telling me how I can help you. (e.g. Are you looking for a particular type of job?)

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