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[10 Steps to Become a Sincere Networker](#)

### Sincere Networking



Learn more about sincere networking...

[Beyond the Resume Workshop\\*](#)

### Summer Workshop

Saturdays  
June 20, 27  
8:30 a.m.  
to 4:30 p.m.

### Fall Workshop

September  
11, 14,  
18, 21  
9:30 a.m. to  
2:30 p.m.  
and Sept. 23  
9:30 a.m. to  
12:30 p.m.

Workshops held in Sammamish

Space limited to 8 people.

A big thank you to all who came out for my library presentation last month on "How to Find a Job in a Tough Economy". We had a full house with nearly 40 people -- a sobering indicator of the economic environment, but it was nice to meet so many new people in our community.



I hope you left with some practical job search tips and a few new contacts, which brings me to the feature topic of my newsletter this month: Sincere Networking.

There is an opportunity to network everywhere -- at the library, the grocery store or your child's school. Everyone you meet could be valuable to you. They may know someone who knows someone else who might have the right job for you.

If you missed the library presentation, you have another chance. I will present "How to Find a Job in a Tough Economy" again at the Issaquah Library on June 16 at 7 p.m.

A job seeker who attended the first library presentation told me he landed a job using the interview technique I demonstrated that evening. Please feel free to forward this newsletter to anyone you know who is looking for work.

Sincerely,

Amanda Johnson  
Career Consultant, Career Solutions Plus

p.s. There are a few spaces left in my June "Beyond the Resume" Workshop\*. [SIGN UP NOW](#). My spring workshop sold out!

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## Ten steps to become a sincere and savvy networker...

"Why is networking so difficult for me?" "How do I meet new people?" These are common questions asked by my job-seeking clients.

We know we have to network to find a job, but doing it well -- and in a sincere and meaningful way -- is a challenge. Anyone can learn to be a savvy networker. Here's how:

[Sign up NOW!](#)

Did you miss last month's newsletter?

Visit my Web site for valuable tips on "[Looking for Work](#)".

Coming next month:

Moms Returning to the Workplace

1. Take time to notice people. Greet everyone you know and acknowledge those you don't. Treat everyone with respect. Pay attention to body language. Do you maintain eye contact? Do you smile at people? How approachable are you? We give strong signals through body language and you want to appear confident and friendly.
2. Remember details. Use a person's name when you meet them. I recently talked with a client who has a talent for remembering specific things about people. When he meets them again he recalls those special facts. It makes them feel warmer towards him and they're more inclined to help. Record details in a notebook to help you memorize information.
3. Never ask for a job, but do let everyone you know you are looking. If they don't know, how can they help you? Ask for advice. That way, they won't feel pressure to come up with a job. Show them your resume and ask them to remember and refer you.
4. Follow up with people. Thank them. Remind them you are still there. Marketing research suggests that people need to see or hear something four to seven times before they act. Don't bug them every day, but do check in from time to time. This is when you need to be confident!
5. Show interest in others. Ask questions and truly listen to their responses. Ask about the work they do, their weekend, their hobbies or their family if you know them personally.
6. Begin "sincere networking" by making a list of everyone you know. Plan to contact two or more people a day, 10 or more a week, 40 or more a month. Learn to connect with others in the [Beyond the Resume Workshop](#)\*
7. Expand your network by volunteering in your community. Use your industry skills or try something new. Volunteering allows you to meet new people, help others, reduce gaps on your resume, create contacts, gain references...and you will feel valued.
8. Reach out to friends and neighbors. Offer to help, even if it's a small task. People remember those who are helpful. This is a great time of year to host a neighborhood barbeque. You never know who you will meet.
9. Consider taking the ["Beyond the Resume" Workshop](#)\* to learn to network with people you don't know. Beyond the Resume will show you how to tap into your hidden Dependable Strengths®. You will be able to show a potential employer who you really are, using all of your life experiences, talents, and abilities, leading to work that is satisfying and meaningful. The workshop also allows you to meet new people who will become fresh contacts and support for you. Your confidence will soar as you follow specific scripts that will lead to good results in networking and interviewing.
10. Start today. One person at a time. Sincere networking.

10. Start today. One person at a time. Sincere networking.  
Meaningful connections. Who do you know that might benefit from reading this information?

\*Beyond the Resume Workshops feature the Dependable Strengths® training developed and refined for more than 50 years by the renowned Dr. Bernard Haldane. His work is continued by the Center for Dependable Strengths® in Seattle, Washington. Amanda delivers this curriculum through the "Beyond the Resume Workshop" which reflects the specific needs of her clients.

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