

Write Your Own Job Description

Job Search, Networking,
and the First 90 Days
in a New Role



Job Search
is
Hard!

Job Search
is

Don't
Grovel



The Allure of Job Postings



3

Guiding

Principles



If you're
looking for an
opportunity,
you're looking
for a person.

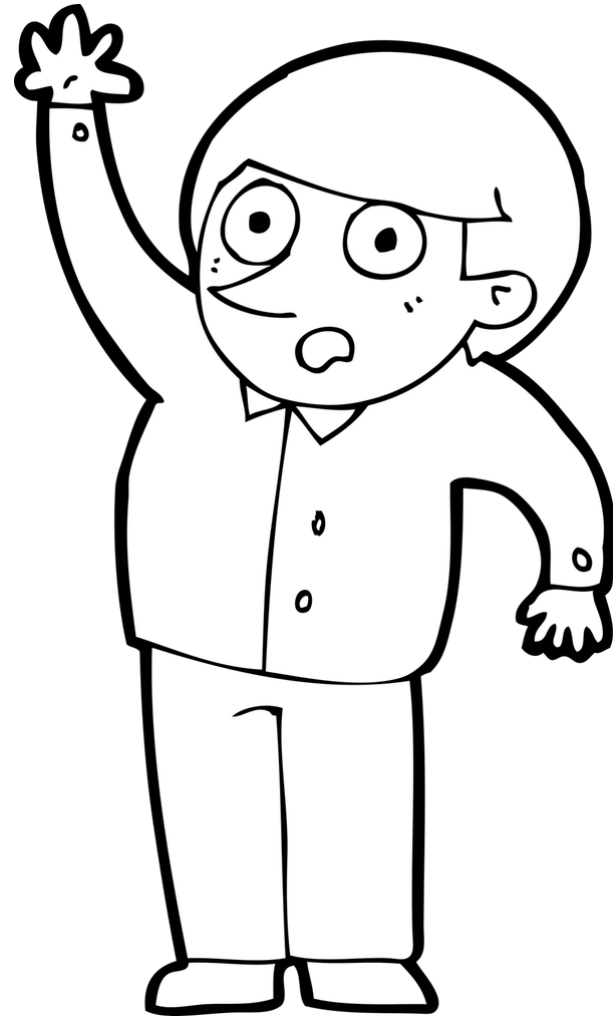
The best
job description
is the one
you write yourself!



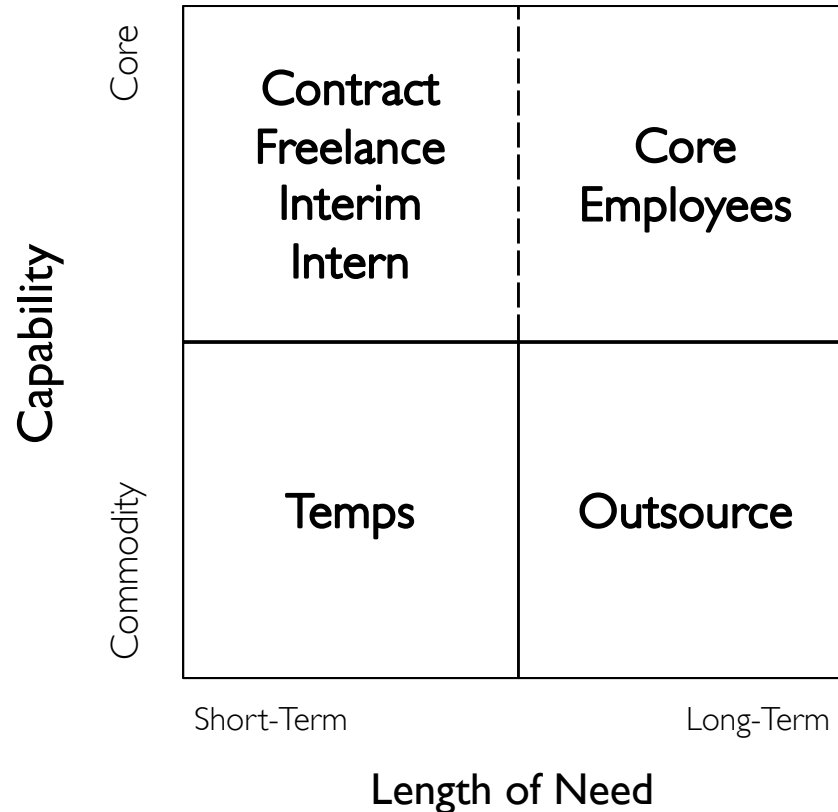
Seek first
to be helpful



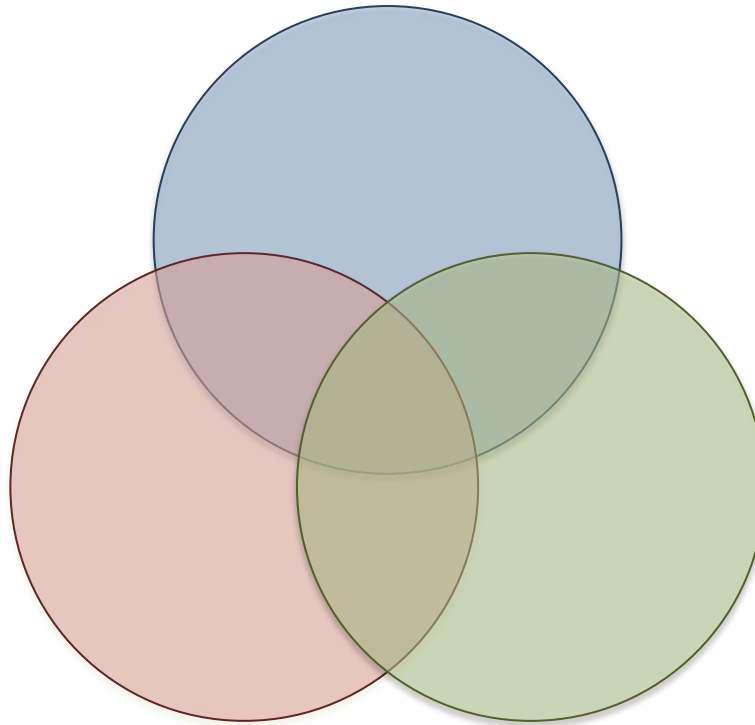
Comments & Questions

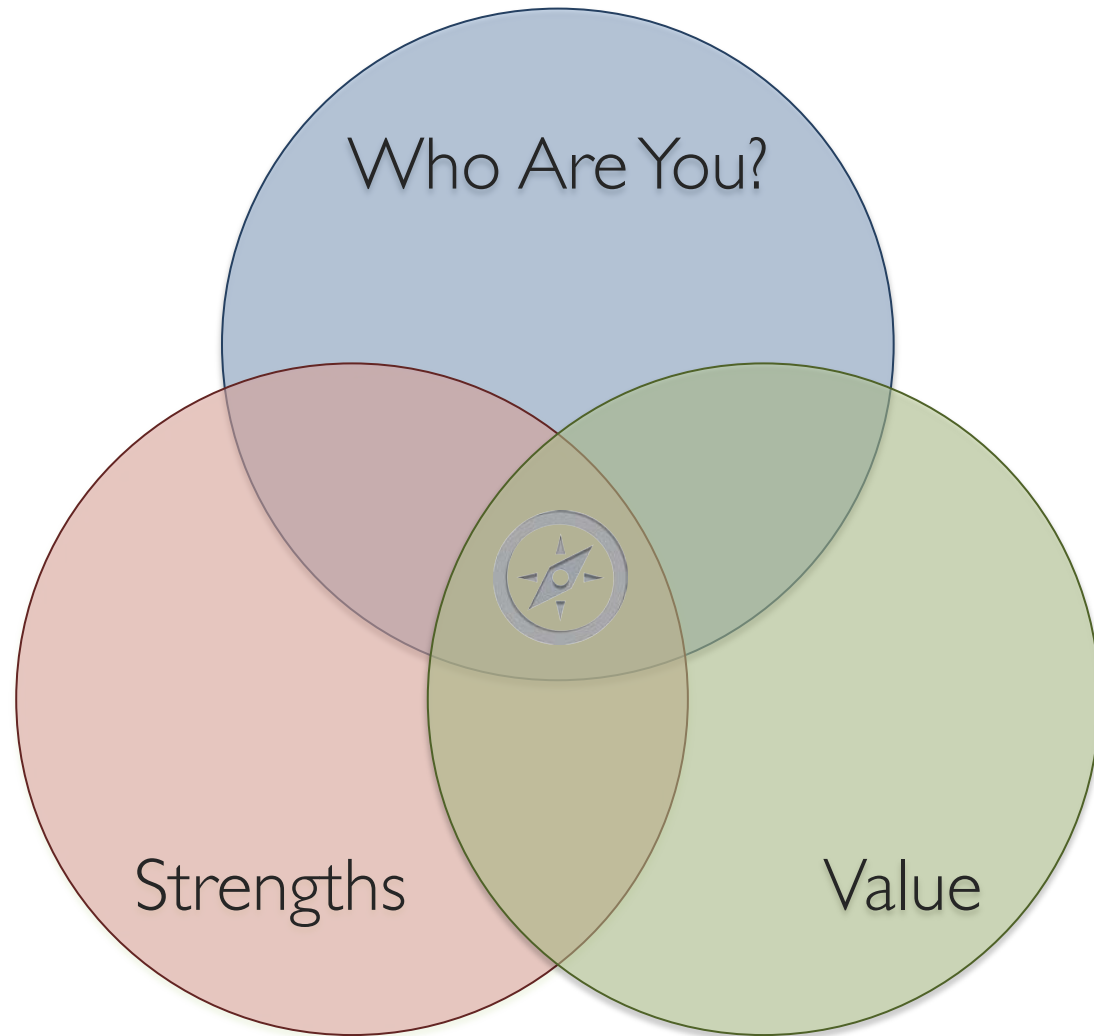


How Companies See Talent

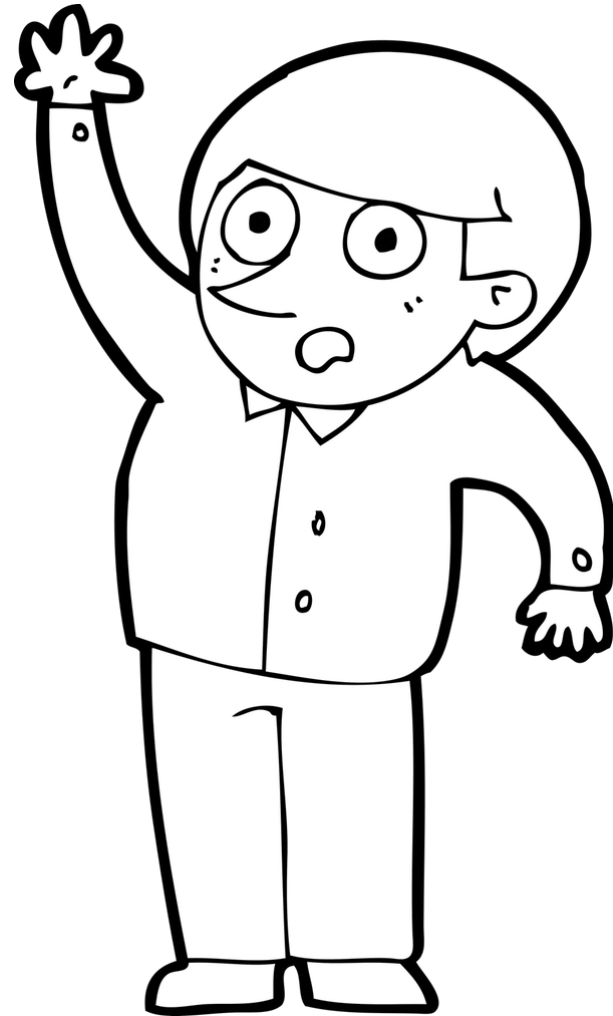


Sweet Spot





Comments & Questions



The 90 Day Plan

<i>Overall Goals and Objectives</i>
Things to do
Things to learn
People to meet
<i>Deliverables</i>

The 90 Day Scorecard

- | | |
|---|--|
| <input type="checkbox"/> Knowledge & Skills | <input type="checkbox"/> Leadership Team |
| <input type="checkbox"/> Culture | <input type="checkbox"/> Organization |
| <input type="checkbox"/> Clarity | <input type="checkbox"/> Alliances |
| <input type="checkbox"/> Priorities | <input type="checkbox"/> Early Wins |

Advanced Networking

Informational
Interviews



Bonus: Evolution
of a hiring
decision



Start Date:
Actual vs
Perceived



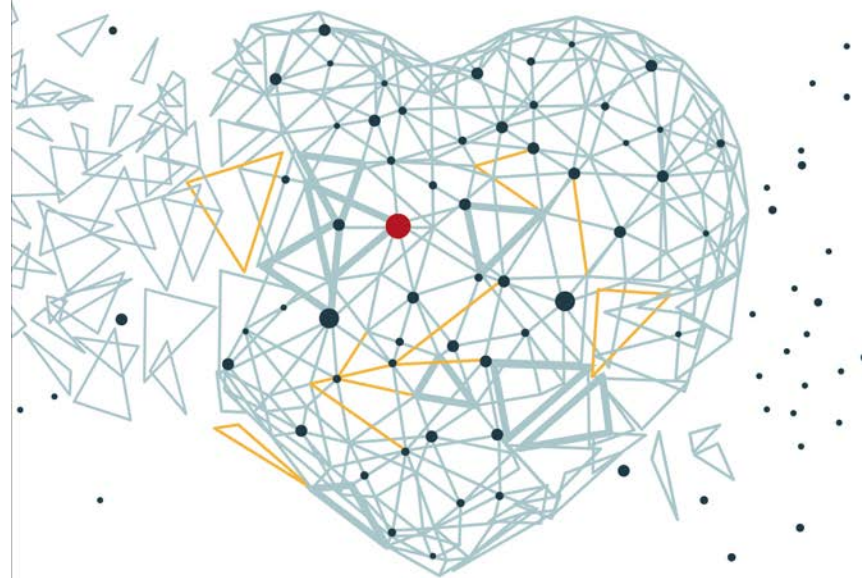
What's Next...

- Work through your Sweet Spot
- Develop interview questions in each dimension
- Don't go it alone



HELPFUL

A Guide to Life, Careers,
and the Art of Networking



HEATHER HOLICK

Comments & Questions

