

July 25, 2002

Today eight facilities professionals met to discuss strategies and techniques for networking and job searching. Since any job posted on the Internet or other media attracts over 200 resumes, networking is the only way to get to the people you really need to see. 15% of all professional jobs are filled through ads while 85% are filled through networking usually before the ad is placed!

In light of this we brainstormed some networking ideas. One person attends association meetings and deliberately joins groups of people he does not know to expand his network. Most people want to be helpful and if you ask for information they are more likely to be able to refer you than if you asked them for a job. Another approach is to watch the media, newspapers and journals, and contact people in the news. It can get you a meeting and perhaps a personal referral.

Today we welcomed Sue Bray-Magnall to the group. Sue was formerly with Optinetics as Director of Facilities.

July 11, 2002

Five facilities professionals met today for networking and advice. We discussed a Labor Department report that shows job creation nationwide is on the increase. 41,000 new jobs were created in May followed by 75,000 new jobs in June.

We shared insights on handling rejections and using them as an opportunity to ask for valuable feedback for improving your interview techniques. We also looked at a resume and suggested improvements. One attendee stumbled into the wrong meeting once and got a referral out of it, great networking! Two members reported being interviewed for the same job. They ran into each other in the lobby when one was leaving while the other was going in. Their response was, "If I don't get the job I hope you do!" Good luck to both!