Welcome to:  
9 Steps to Landing a Great Job!

Presented by Todd Bermont, TCC Learning LLC

What are the biggest challenges job seekers experience with the job search process?

Job Search Data and Trends

The average online job posting gets \_\_\_\_\_\_ # of résumés?

250 (Forbes)

The average hiring manager will interview \_\_\_\_\_\_ # of candidates?

Five (5) (Job Market Experts)

Odds of getting an interview from an online posting are \_\_\_\_\_%?

(5/250 = 2%) (Job Market Experts)

The Careers College™   
9-Step Job Search Process

1. Maintain a Winning Attitude
2. Explore Options & Define Ideal Job
3. Market Skills (Résumés, LinkedIn etc.)
4. Conduct the Job Search (Networking)
5. Prepare for Interviews
6. Interview to Win
7. Follow Up
8. Negotiate the Best Deal
9. Start Right on the Job

Let’s talk Résumés

Are you sure yours is accurate?

Job Search Data and Trends (2)

* A recruiter will spend \_\_\_\_\_ seconds reviewing your Résumé?

30 seconds (Social Hire)

* What \_\_\_\_\_\_\_\_% of Résumés are discarded due to unprofessional email address?

76% (Business to Community)

Grab attention in less than 30 seconds

**Think of a movie commercial**

* 30 seconds
* Shows highlights
* Exciting
* To the point
* Action-oriented

**Getting the Interview**

**Job Search Data and Trends (3)**

* \_\_\_\_\_\_% of all new jobs are found through networking?

80% (Forbes)

* \_\_\_\_\_\_% of all new jobs are advertised?

20% (Forbes)

* Only 7% of applicants come from an employee referral, yet referrals account for \_\_\_\_\_ of all new hires?

40% (Undercover Recruiter)

**Job Search Data and Trends (4)**

* How long does it take to make a first impression on the interview?\_\_\_\_\_\_\_\_\_\_

7 Seconds (Business Insider)

* \_\_\_\_\_\_% of communication in interviews is nonverbal.

90% (UCLA)

**Interviewer’s decision-making hierarchy:**

Persona and Soft Skills

Accomplishments

Experience

Credentials

Extras

Communication is 90% nonverbal

**Some keys to a winning interview include:**

* Practice… practice… practice!
* Research
* Preparation (STAR & CAR)
* Confidence and visualizing success
* Ask lots of open-ended questions

**Interviewing is like playing darts!**

**Great questions to ask include:**

* If you had your ideal candidate, what kind of qualities and characteristics would that person have?
* What are the top two or three challenges that keep you up at night that I can help you solve in this position?
* A year from now, you are in the process of giving me a perfect review, what will I have accomplished?
* **At the close** – This is an exciting opportunity. What is the next step in the process to become a vital part of your team?

As a special bonus, you get a free subscription to The Careers College™

You get this $297 program for FREE as our thank you for attending this presentation!

You also get 50 FREE semester seats for students and staff – Simply email me at tbermont@thecareerscollege.com.