



Randy's Work *and You*

April Edition

Dear clients and colleagues,

The first quarter of 2004 has just closed. Three more to go. Things seem to be improving as many of my clients are getting more "action" (admittedly because of their months of diligent networking efforts).

Feel free to pass this free E-zine on.

To subscribe, click on my email address,

<mailto:randy@randyblock.com>

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Upcoming Seminars

Up to 80% of jobs are obtained through networking. We will discuss techniques and methods for effective networking. Are you spending 80% of your time networking?

Networking Seminar: April 21, at the Renaissance Parc 55 Hotel in San Francisco. Pre-registration is required. For details, click on <http://www.6figurejobs.com/> and then click on upcoming events.

This month's featured articles are:

- #1. Outsourcing: some future jobs at risk
- #2. What to do when your job search stalls
- #3. Networking Tip
- #4. Success Story
- #5. Humor Department
- #6. Words that Inspire

#1. Outsourcing: some future jobs at risk

Welcome to the Global Economy! It appears that more than computer programming and call center jobs will be going overseas. In a recent article in the Wall Street Journal (3/23/04), it is estimated that as many as 588,000 white-collar jobs will be "off-shored" by 2005, and 1.6 million by 2010.

The list of "endangered jobs" includes: accounting and bookkeeping, tax preparers, architects and drafters, financial analysts, airline ticketing reservations, customer service management, desktop publishing, insurance applications and claims processing, 3-D animation special effects, linear and nonlinear editing, processing insurance claims, and hospital billing.

If your job has high public and people contact (recruiters, sales, marketing, therapists, doctors, etc.), there is much less risk. If your job is mostly done on the computer, then you are at risk.

#2. What to do when your job search stalls

You've surrendered all hope. The job search has become really hard. The stall has turned from days into weeks.

In an article by Michael Laskoff of Business Week, 3/10/04, he recommends the following techniques:

q *Take a break:* It's getting hard to assume a confident demeanor. Indulge in some pleasures. Take a few days off. Sleep or watch TV. Let those in your inner circle comfort you.

q *Revisit your network:* After your break, send an update email to all of the people you have met, and inform them of your progress.

q *Rethink your goals:* It is possible that you have changed your goals. You may have overlooked a previous contact because you felt they had no value for you in your search. Find out who those people are.

q *Be patient:* It's true that you are typically on the "to-do" list of busy people. If there is a good reason to get back to you they will. Remember, it is important to get out there and meet as many people as possible.

q *Try new things:* Think your search is efficient? There is always something you can do to strengthen it. Can you increase the number of

hours of networking? Can you increase the number of hours looking for a job? Have you placed unnecessary constraints on your job? Look at your resume. Can you improve it or slant it better to meet your objective?

#3. Networking Tip

You see someone you met just a month ago at a luncheon. And you can't remember who that person is. Rather than avoid them or wait for them to remember, it is a good move to reintroduce yourself to them again. You can go up to them and say, "I'm John Smith, and I remember you from the investment luncheon last month." This avoids awkwardness and establishes a commonality from the previous event.

#4. Success Story

Maria's Odyssey (or what it takes to get an offer)

This is my testimonial. Randy was there for me every step of this lengthy process. I'm not sure I would've gotten this job without his expert advice, support, and coaching.

Thank you Randy! --"Maria"

12/15/03: I send a resume to a job posting on Monster.

01/08: The training manager emails me requesting a phone interview!

Wow!

01/12: I have a phone interview with Jane. We seem to hit it off.

01/13: Jane calls to schedule first round of interviews. Yes!

01/21: I drive into the city and interview with 4 people, and it goes well.

01/28: Jane calls to schedule the second round of interviews: 4 more people!

I ask Jane if I could touch base with her after the last interview. I don't want to wait around wondering...she connects me with the new recruiter Stacy, who said she'd call me with feedback and next steps on Friday of that week. She calls on Friday to say that I'm a good fit, but that the company is going through a restructure so they're not sure when they could bring me in: maybe that week, maybe next week, maybe next month.

She suggests we talk every week or so to keep in touch. I don't want to leave it vague, so ask for an exact time to call back.

02/13: I call Stacy at the appointed time. She doesn't answer her phone all day. I catch her on her cell phone, and she says the situation is still more or less the same and asks me, "What will it take to bring you in?" I say, "Make me an offer!" She says, "Oh. Okay."

Another long wait and then Stacy calls to say, "I think we'll be able to make you an offer on Friday." Yes! When can I call her on Friday? She says between 10-12.

02/27: Friday arrives. I call Stacy between 10-12 and she doesn't answer. I leave her a message saying how she can call me back, but she doesn't call. This is excruciating!

03/01: Next Monday. Stacy calls me to apologize for Friday and says the offer paperwork is on the CFO's desk. Maybe this really is going to happen.

03/03: Wednesday. Stacy calls to say she has the offer on her desk. Then. She. Makes. Me. The. Offer! It's finally real! I ask about benefits and how the stock options work. She doesn't know, so she says she'll get back to me with that info.

03/03: Wednesday, later. Stacy emails me the benefit and stock options info. I call her and say I'll let her know my answer by COB Thursday.

03/04: Thursday. I accept! Stacy says she'll FedEx the offer letter immediately.

03/08: More delay. The FedEx doesn't arrive even after 4 days. I seriously consider that Stacy is a lunatic, stringing me along. After several emails and phone calls she faxes me the offer letter, and says to bring it in on 03/15, which will be my first day.

03/10: The FedEx finally arrives. Stacy calls to say she forgot to check my references, could I please send them? I've been hired but she wants to call them anyway.

03/15: Finally! I start my new job. Three months to the day after I sent my resume.

In this case it was certainly true that, as the I Ching says, "perseverance furthers."

#5. Humor Department



#6. Words that Inspire

"Only those who risk going too far can possibly find out how far one can go."

--T.S. Eliot, poet

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Your comments and feedback on this E-zine are welcome!!

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IJCTC, CCMC (Career Coach Academy)

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