



## Randy's Work *and You*

July Edition

Dear clients and colleagues,

### **Time to De-emphasize the Resume**

Like many job seekers, you may be convinced that the first plan of action in job hunting is to create a resume and send out a mass mailing. Before you do, consider: 95% of the successful job hunt is developing an effective strategy (the other 5% is implantation of the strategy). A good return on mass mail is 1%. Relying solely on resumes initially in the job search can be a crutch. You are better off figuring out who you are and what talents, skills, values and abilities you have.

>From an article by David Swanson in the Parachute Associates Newsletter, May 2004.

David has a private coaching practice in Wisconsin.

Feel free to pass this free E-zine on.

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### **Upcoming Seminars**

Seminars will resume in September.

### **This month's topics:**

- 1. Health Matters in Career Decisions**
- 2. 9 Tips to Improve your Networking Skills**
- 3. Success Story**
- 4. Humor Department**
- 5. Words that Inspire**

### **1. Health Matters in Career Decisions**

Meaningful work may hold a key to a longer life.

In recent years, medical researchers have found numerous links between health and career issues and the impact they can have on workers and their families. Studies have shown that unhappiness and stress in the workplace contribute to weight gain, antidepressant use and even how quickly a person recovers from

back pain. Getting laid off even increases the chance that a child at home will try smoking

Among the 1,000 people studied, those who continued to work at the age of 70 and beyond were 2.5 times as likely to be alive at the age of 82 as those who had retired and weren't working at the beginning of the study.

It isn't clear from the data how long a person needs to continue working beyond the regular retirement age to reap the benefits to longevity, but it appears that the longer you continue working, the better.

While many retirees find meaning and purpose in helping to care for grandchildren, additional research shows that may not be the healthiest way to spend the retirement years. In the U.S., about one in six grandparents have cared for a grandchild for at least six months or more.

"I tell people, 'you invest your savings into this and that, but there is something else you can do that is a big investment in your health,'" says Dr. Maaravi, a researcher. "If you put the effort into finding work that is meaningful, you are gaining life."

>From an article written by Tara Parker-Pope in the 6/28/04 edition of the Wall Street Journal.

## **2. 9 Tips to Improve your Networking Skills**

The next person you meet could be a future employer or could lead you to a next job opportunity. Here are 9 tips to improve your networking skills:

1. Know exactly what it is you want from others. Be prepared, courteous, succinct and appreciative.
2. Have a positive attitude that manifests itself throughout your networking efforts. If you are down or negative, it makes things difficult.
3. Talk to strangers. It's OK to mingle with people you haven't been formally introduced to at meetings, airports, concerts, sporting events etc.
4. Share information, ideas, resources and contacts with others. Networking is best treated as a two way street.
5. Don't ask for too much at one time. Limit the amount of help or information that you seek from one individual.
6. Don't forget to follow up on leads provided by people you have networked with.
7. Honor others' desire for confidentiality. Trust is a vital part of networking.
8. Keep it brief and don't monopolize other people's time. Make arrangements to call or meet another time if you discover areas of vital interest.
9. Continue your efforts to network after you have secured a position. Networking should become a part of your every day life. It is a lifestyle.

>From an article written by Don Skipper in the June 2004 edition of The Gladiator.

### 3. Success Story

Michael H., Mid-forties

Michael started his career as a clinical psychologist back east several years ago. He honed his natural skills of creativity, active listening, influencing and organization.

He decided to go for something in the business world and came to California. He caught the dot.com boom and worked at a startup in strategic alliances and general management. He was then laid off. Michael could have gone back to his clinical psychology practice but decided against it. Through networking, he obtained a position of VP of Business Development with a startup company working for equity.

Then it was time to move on. He is now the World Wide VP of Business Development for a well-financed global company named Ninestars. He is making the highest salary ever with a good stake in equity.

In 1999 he knew hardly anyone in California. He accomplished all this through networking.

### 4. Humor Department



### 5. Words that Inspire

“Do the thing you fear the most and keep on doing it...that is the quickest and surest way ever discovered to conquer fear.”

---Dale Carnegie

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

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