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Your Executive Ascent – Personally Delivered.
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HIDDEN JOB MARKET SECRETS
Ten New Commandments for Career Success
By Debra Feldman, the JobWhiz™

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Networking is not just about finding a new career opportunity that isn't advertised. Networking is more than the hidden job market. Being an active, engaged professional is smart executive career planning. Networking can accelerate job hunting by bringing new challenges to a candidate's attention even before an employer officially acknowledges reorganization. Sometimes until a new resource is identified, no thought is given to a restructuring.. It all comes down to being at the right place at the right time. Thus, the more one networks and is connected, the greater the probability of a new career opportunities being made available through inside leads.

Relationships are key to successful networking. The trust and confidence that colleagues share play a major role in networking being an effective job search method. Credibility is definitely critical to a successful outcome for both the candidate and the employer. If a good relationship exists before the interest to collaborate, then the recruiting process is shorter, straighter and easier. In today's economy, the recruiting and hiring is often lengthy so making long term investments in good professional relationships can really pay off with a quicker hiring process for candidates already familiar with an organization and known to key company players. Moreover, the competition for openings is so fierce, that savvy networking may be the only way to win an advantage over the large numbers equally qualified candidates. If a prospective employee isn't networked, they are at a disadvantage.

What does it take for executives and professionals to succeed in the current environment?

1. Keep networking. If you recently completed a job search, stay in touch regularly with those you met. If you can't manage this, at least keep up with anyone with whom you felt a special affinity or sensed that you shared something in common.
2. The old school of long term employment, from graduation till retirement is a model that is out of date. Keep networking, because you are going to need these contacts to help you learn of new opportunities and vice versa.
3. Technology is changing at warp speed. To keep up with innovations and stay on the cutting edge, keep learning. Networking is an exchange of ideas and a learning experience. Keep networking.
4. The world runs on relationships. The more extensive and better quality your connections, the greater your advantage when it comes to finding out inside information, getting an early lead and being a part of the inner circle of knowledge. Keep networking.



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5. In the final analysis, it is whom you know not just what you know that equals success. Stay in touch, be friendly, cooperate, and don't burn any bridges. Remember that networking is a two way street; it isn't called a circle of contacts for nothing. Keep networking.
6. While a large active network is advantageous, practicalities dictate how much time and effort can be devoted to being a good (see #5 above) networker. Be selective and cultivate relationships if they are better than average connections. Keep networking.
7. Establish networking as a priority. It is not just socializing. Information is exchanged that has value to both sides in the transaction. Keep networking.
8. Be on the lookout for ways to stay in touch finding relevant data to exchange, even an appropriate article, cartoon or person. Suggest that your network contact pass this along to their own network giving you exposure to their contacts that you don't know. Keep networking.
9. Networking with others in your industry probably is the best use of your job search time. Be clear on your objective which makes it simpler for someone to know how to help you.. You might be able to assist them now or in the future so keep networking.
10. Want to make a change in your career? The best way for that to happen swiftly is through a personal referral. Let your network spread the word and keep networking to expand your exposure to new opportunities in the unadvertised or hidden job market.

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Debra Feldman is the JobWhiz™, a nationally-recognized expert who designs and personally implements swift, strategic, and customized senior level executive job search campaigns, banishing barriers that prevent immediate success. Her gift for cold calling - executed with high energy and savvy panache - connects candidates directly to decision makers, not HR. Network Purposefully™ with the JobWhiz, and compress your job search into mere weeks, using groundbreaking techniques profiled in Forbes magazine.

In addition to writing columns and conducting workshops for the AICPA, IEEE, Financial Executives International (FEI), Marketing Executives Networking Group (MENG), Financial Executives Networking Group (FENG), Technology Executives Networking Group (TENG), and Harvard Business School alumni, Debra is endorsed by NetShare, BlueSteps and ConstructionExecutive. The career officers at several top tier colleges and universities also recommend her. Contact Debra now at www.JobWhiz.com to expedite your executive ascent!