



BLAZE UNLIMITED

*"Well presented.
Thoroughly enjoyed
the session"*

ACCESSING THE HIDDEN JOB MARKET - ½ DAY

- Have you heard of the hidden job market but don't know what it is?
- Or how to access it?
- Do you know how to tap into the 83% of available jobs that are never advertised?
- Are you able to introduce yourself to a stranger and in 30 seconds or less let them know who you are, what you do and what you're looking for?
- Do you understand the difference between features and benefits?
- Do you want to know how to build effective job referral networks?
- Do you have an aversion to networking that you need to get over?

Recent statistics indicate that up to 83% of vacancies are never advertised in print or online media. The hidden job market is the term used to describe that 83% and how to access it is the topic of this workshop.

In this half day workshop you will learn how to:

- Develop and manage your own networking database
- Develop your own verbal business card (or elevator pitch)
- Identify suitable networking opportunities
- Build genuine and effective networking relationships... with integrity
- Initiate a networking phone call
- Set up and manage a meeting with a potential contact
- Maintain effective, mutually beneficial relationships - that produce results
- How to overcome some of the typical barriers to networking
- Manage your own nerves and attitudes to produce more effective networking contacts more frequently
- Avoid the traps that so many 'networkers' fall into
- Adapt your own style to the networking process and overcome your fears and aversions to networking

People do business with people they know and like, therefore the more people that know you the better. Learn how to tap into the awesome power of networking in this focused workshop.

This Networking Workshop will support you through the process of identifying and engaging your existing networks, strategically developing new ones and putting a structured and easily manageable process in place.

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