



Networking for Introverts (or Introversion can be an Advantage) in your Job Search

Dread making “cold calls” and “chit chat”, feel like you are “using people”, fear rejection?.....

- Learn to use your intuitive, analytical, observation, and reflection skills to your advantage and how to use your existing “comfort zone”. Learn why the people who know you the least will help you the most and vice versa.
- Networking can be learned: methods include: events, Email, 1-1, groups, online, social networking, volunteering, follow up, stories, open ended questions, snowballing, and how to be 2 way and focus on them.
- Learn where and how to “source” these contacts especially if you are “shy” and how to use PR/Sales Strategies in your job search. Learn conversation starters to get them to talk about themselves and their networks.
- Learn to write/give effective elevator speeches (Infomercials) that you can use in job clubs, job fairs, and how to “cold call” employers and contact /approach new and familiar networks (including information interviews).

Date: Thursday, November 19

Time: 1-4 PM

Where: Hennepin South WorkForce Center, 4220 West Old Shakopee Rd. Bloomington

Facilitated by Tony Saffold: Tony is an educator (currently at Normandale Community College) and communications consultant, specializing in the area of media relations and public speaking and presentations. Tony is a veteran in broadcast journalism and corporate communications. His client list includes executives from Fortune 500 companies. This class is funded by federal ARRA stimulus dollars to Normandale Community College to help job seekers return to work quickly.

Please call 952-346-4028 or see Help Desk to register. Please be 10-15 minutes early for check in process.

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rev 11/12/09