

NETWORKING AND LINKEDIN TIPS

Cross Pointe Career Ministry

February 26, 2015

Introductions:

Create your *shortest* pitch. Can you centralize on 3 words, or less?

“Train for Productivity”

“Improve bottom line”

“Best Hiring Decisions”

“Close Security Holes”

Your name. Your focus. Clear and concise. No mumbling!

On-line applications. Are they working for you? Don't spend time if no results!

Networking:

- Be specific!
- Be clear
- Ask questions; seek information
- Never (or rarely) the place for your resume
- Be memorable
- Choose wisely who you network with (employed people, people with skills, those you can learn from)

Making LinkedIn connections:

- From your computer, not your phone
- ALWAYS a custom invitation
- Make it easy for the other person
- Remember the benefits of connecting to *former* employees
- Find the affinity. (Expect that you have it – seek it out!)

If you are going to do an on-line application. Very strong suggestion: make connections first, apply second. Why would you ever do the reverse? (perhaps there's a good reason, not obvious)

Tag Lines (or mantras)

- For your signature
- For your business card
- For your LinkedIn headline, think function + tag. Example: “Results-driven, IT Business Analyst Professional – helping companies change their business process through technology”
- Check out Keith Warwick's profile for ideas. (Be sure to note his connection warning!)

TONY DYE

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@TonyDye

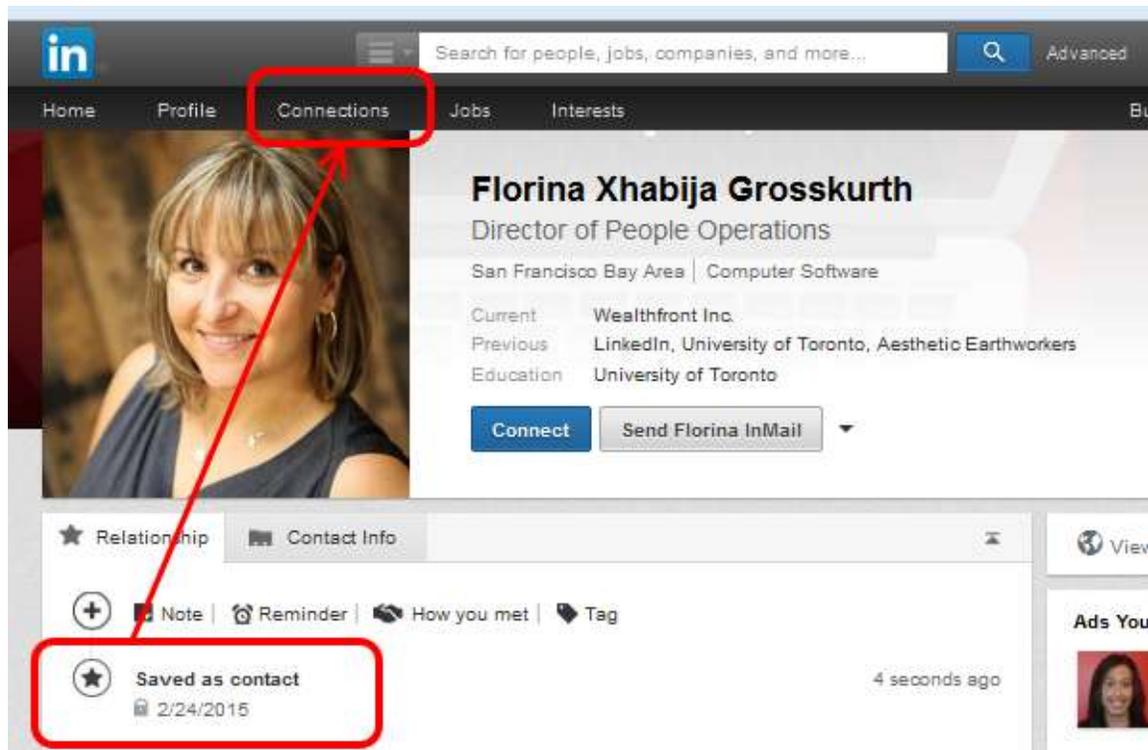
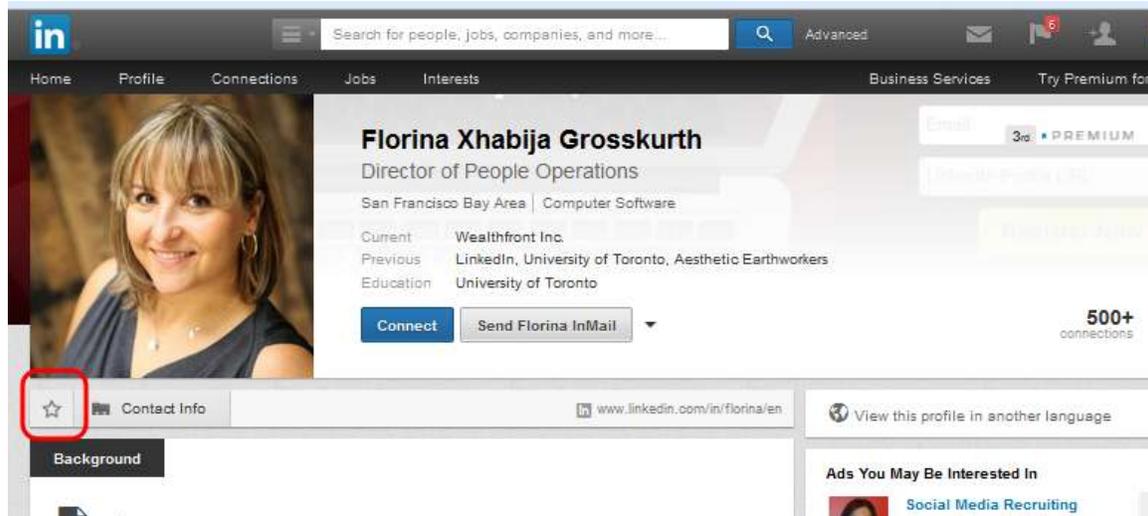


General (confidence, ideas)

- Google for **slideshare 17 things powerful people say**

Alternative way to connect on LinkedIn

(it works today, it could change)



in Search for people, jobs, companies, and more. Advanced

Home Profile Connections Jobs Interests Business Services Try Premium for free

Use Your Brand to Hire - Utilize Branded Social Portals and Job Postings from a Recruitment System

Connections
A healthy professional life starts with healthy relationships

Rachele Nader, PHR has a new job.
Now Manager of Continuous Improvement at Private Company.
Say congrats

David Kravetz has a new job.
Now Social Media and Social Media Management at Box Intelligent Marketing.
Say congrats

Andy Nicolosi has a new job.
Now Lead Technical Recruiter at Relus Technologies.
Say congrats

Sort by Recent Conversation Filter by All Contacts Search

Select All

Mark Butler 1st
President at CXO Staffing (www.cxostaffing.com)
Greater Atlanta Area
a day ago

Dr. Mark Goulston markgoulston@markgoulston.com
2 days ago

Ads You May Be Interested In
iCIMS
Are You A Recruiter? >
Grow Your Talent Pipeline Through 300+ Social Networks. View Demo!

Sort by Recent Conversation Filter by All Contacts Search

Select All

Mark Butler 1st
President at CXO Staffing (www.cxostaffing.com)
Greater Atlanta Area
a day ago

Dr. Mark Goulston 1st
Author of "Just Lists"
Management Association
Greater Los Angeles Area
2 days ago

Kirk Puffenberger 1st
4 days ago

- All Contacts
- Connections Only
- Company >
- Tag >
- Location >
- Title >
- Source >
- Saved**
- Hidden
- Potential duplicates

Sort by Recent Conversation ▾ Filter by Saved ▾ Search

Select All

 **Rod Brown**
Strategic Partnership Group-International at North Point Ministries
Greater Atlanta Area in

 **Mary Stewart**
President at Mary Stewart Healthcare Consulting
Sarasota, Florida Area in

 **Florina Xhabija Grosskurth**
Director of People Operations at Wealthfront
San Francisco Bay Area in

 **Chet Lilly** in

 President at Mary Stewart Healthcare Consulting
Sarasota, Florida Area

 **Florina Xhabija Grosskurth**
Director of People Operations at Wealthfront
San Francisco Bay Area
[Tag](#) [Message](#) [Connect](#) [More](#) ▾

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Select All Saved (4) Top

 **Mary Stewart**
President at Mary Stewart Healthcare Consulting
Sarasota, Florida in

 **Florina Xhabija Grosskurth**
Director of People Operations at Wealthfront
San Francisco Bay Area in
[Tag](#) [Message](#)

 **Chet Lilly**
Business Manager at North Point Ministries
Greater Atlanta Area in

Invite Florina Xhabija Grosskurth to connect ×

 **Florina Xhabija Grosskurth**
Director of People Operations

Florina,
I'd like to add you to my professional network on LinkedIn.
- Tony Dye

Customize your message to add a personal touch.

[Send Invitation](#) [Cancel](#)

*** You would NEVER use the default message, right? ***

Miscellaneous thoughts:

- **Time. How to Make Your Life Better by Sending Five simple Emails.** Google that, or here's the link: <http://time.com/22752/how-to-make-your-life-better-by-sending-five-simple-emails>
- From above and elsewhere, who are your mentors, or potential mentors? Network!