



“We have nothing to fear...but fear itself!”  
- Franklin D. Roosevelt

[www.fearlessnetworkers.com](http://www.fearlessnetworkers.com)

## How to Fearlessly Network for a Job

**"People don't care how much you know, until they know how much you care."**

-- Zig Ziglar

Fearless networkers understand the value of being outward focused even when they are under the pressure of a long and unfruitful job search. This is especially tough to do when you have monthly mortgage and car payments to make. Following are key success strategies of fearless networkers who happen to be in career transition:

1. At a networking function, leave your resume at home. You are there to make a connection and to build a relationship. This can best occur only when you are focused on helping or contributing to the person that you have come in contact with and not on your need for a job.
2. Everyday make it a habit to leave home just as you would if you were employed. Where would you go? Make a beeline to the nearest Starbuck's and begin your day checking and sending e-mails to prospective referrals you have met at recent business networking events. Don't have a laptop? Invest in one. The prices have really come down in recent weeks. You can get a laptop for as little as \$429 after rebate at Office Depot, Office Max, and online through Dell, HP and IBM.
3. Build a relationship with a headhunter (recruiter). Just as you would at a networking function, first find out how you can help or contribute to the headhunter's business before broaching the subject of you needing help with your job search.
4. Join or start a synergy group of 4-8 people with similar target markets that you can network with to share referrals. This group can consist of, for example: a banker, a CPA, a Liability Manager (Factoring specialist), a business broker, a financial planner, etc.
5. When discussing your background and experience with a referral, mention the times when you were a change agent or promoter. This goes especially for the job seeker over 40. The perception sometimes is that older employees are not flexible toward change.
6. Be willing to accept less pay than you have received in the past in exchange for equity in the firm.
7. Maintain a positive outlook by looking for the good in every situation no matter how challenging the situation. Avoid pity parties.
8. Stay active in the business community. Attend 3-4 business networking events a week. (See number 1 above).
9. Remember, if you are focused on your need for a job and not on helping or contributing to the other person, you come across as needy and neediness repels. When you are focused on helping the other person, you come across as caring, and caring attracts.
10. Become a very good listener and observer at any function you are at. When face to face with a prospective referral, let the other person do most of the talking after asking several penetrating question of the who, what, when, where, why or how variety. Again, seek information on issues, needs, concerns or opportunities and look for ways someone in your network can help.

To obtain a copy of the ebook **"How to Fearlessly Network for Jobs"** go to  
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