

# Networking During the Holidays



# Let's Discuss

- Holiday Myths
- Holiday Realities
- Ways to Connect
- Ways to Connect Virtually
- Networking Tips
- Networking Tools
- Recap



# Holiday Myths

- Between Thanksgiving and New Year is the worse time to find a position
- Most executives are not thinking of hiring
- Most hiring people are thinking of the Holidays and year-end vacations
- Most hiring people are taking time off.



# Reality during the Holidays

- Issues relating to hiring for the New Year are getting set at this time
- Great reduction of business travel so executives are available for interviews
- Support staff (gatekeepers) are usually on vacations
- Budgets are in place and Executives want to start the year with full staff
- Less people are looking for work due to the myths
- People are generally in a “good” mood



# Ways to Holiday Connect

- Virtual or “live” Social drink with old bosses, current and old friends, current and former colleagues
- Send cards, E-cards and emails with holiday greetings and an update on your search to your network / friends
- Send “gratitude emails” for those who helped you during the year and who networked with you
- Send cards, E-cards and emails to people you interviewed with containing Holiday greetings and expressing your desire to work at their company
- Send E-cards to those companies who passed on you – things may have changed
- Check LinkedIn, Facebook, Twitter for the people you want to send greetings
- Send holidays gifts to those who helped you during the year
- Volunteer to help others



# Ways to Holiday Network Virtually

- Set up times and coordinate deliveries for:
  - Virtual Wine Tasting
  - Virtual Food tasting
  - Virtual classes – Cooking, Gift wrapping, etc.
  - Virtual games events – trivia, scavenger hunts
  - Virtual dinners
  - Virtual coffee



# Networking Tips

- Be selective about the virtual events you attend
- Before attending, find out who will be there
- Plan ahead regarding your elevator pitch
- Set your goal regarding what you want to accomplish
- Dress smart
- Look to connect with new people who can provide you with an introduction to others
- “Work the room” virtually through the on-line chat
- Introduce people in your network to others



# Tools needed for the Holidays

- Positive attitude
- Put Name and email or position on your screen
- Deliver your Elevator pitch and add to the chat
- Let people know your target companies
- Marketing Plan
- Strategies for “Working the Room” virtually or “live”
- Follow up



# Final Tips

- *“Being in transition is your permanent job, “landing” is only temporary.”*
- Everyone “Lands”
- While in transition you **MUST** think strategically!
- Every moment is an opportunity to “land”.
- Try to meet people of “influence” - **POI**.
- “ABC” – Always Be Connected and Connecting.
- “ABP” – Always Be Positive and Prepared.
- “It depends...” - Think strategically



# Recap

- Avoid the Holiday Myths regarding the lack of hiring
- People are available to talk with you
- Companies are ready to hire
- There are many ways to connect with people at this time – both virtually and “live”
- Make sure you have a “tool box”
- Think strategically how to connect with people
- Develop Strategy for “Working the Room” either virtually or “live”
- Follow up
- Spend time working to find your next job
- Happy Holidays
- Thank You!



# Contact information



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