

Unleashing the Power of AI Automation for Job Seekers

Work the machines so the machines work for you

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732-742-2849

What Just Happened: The Last 60 Days

38,242

Tech Job Cuts in May

The heaviest single month in nearly two years

40%

Layoffs Citing AI

Up from just 7% in January of this year

87,714

AI-Attributed Cuts in 2026

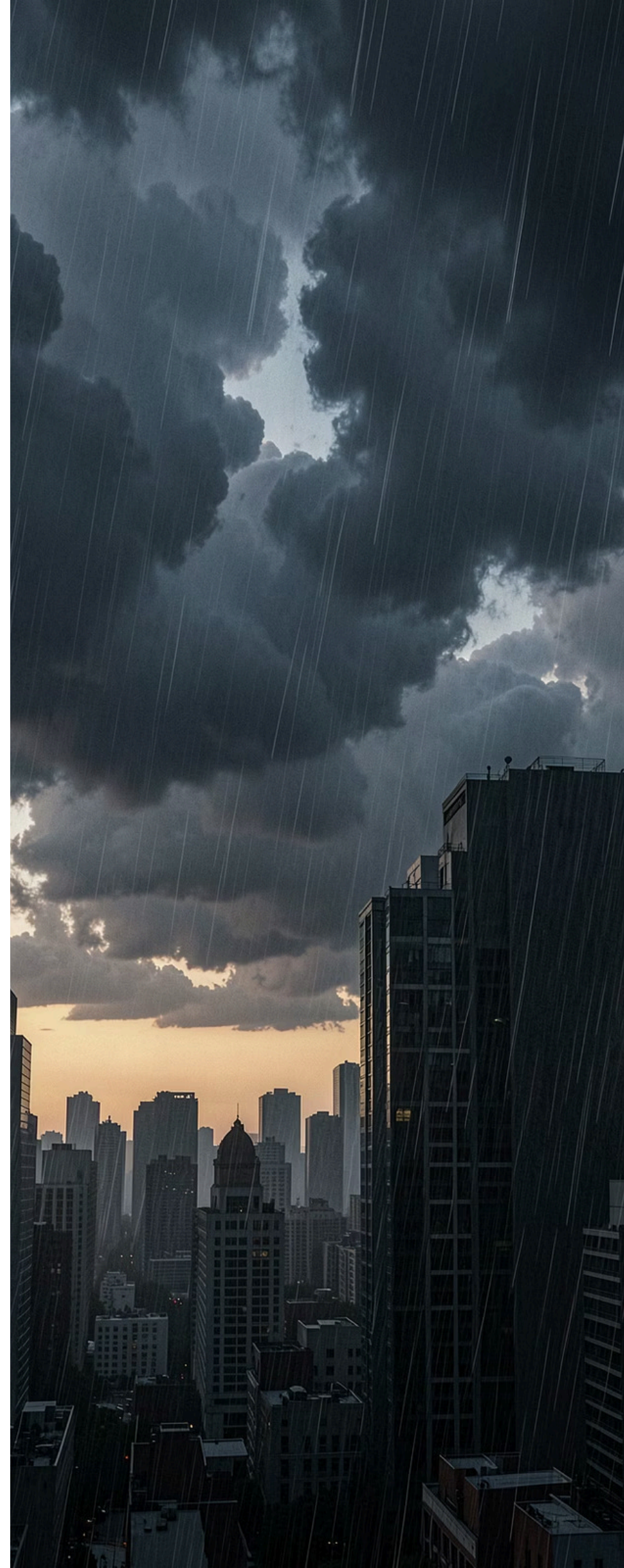
Already more than all of 2025 combined

\$725B

AI Spend This Year

By the same companies cutting headcount

i The companies cutting jobs are the same ones spending \$725B on AI this year. The work isn't disappearing — it's moving. **Your job is to move with it.**



Now Breathe: What the Headlines Skip

The Real Data

Unemployment Claims

Tracking **below** last year's levels — the layoff headlines outrun the actual data

Net AI Job Impact

Roughly **16,000 U.S. jobs per month** (Goldman Sachs) — real, but not an apocalypse

Tech Hiring Plans

Tech still has the **largest hiring plans** of any sector in 2026 — roles are shifting, not vanishing

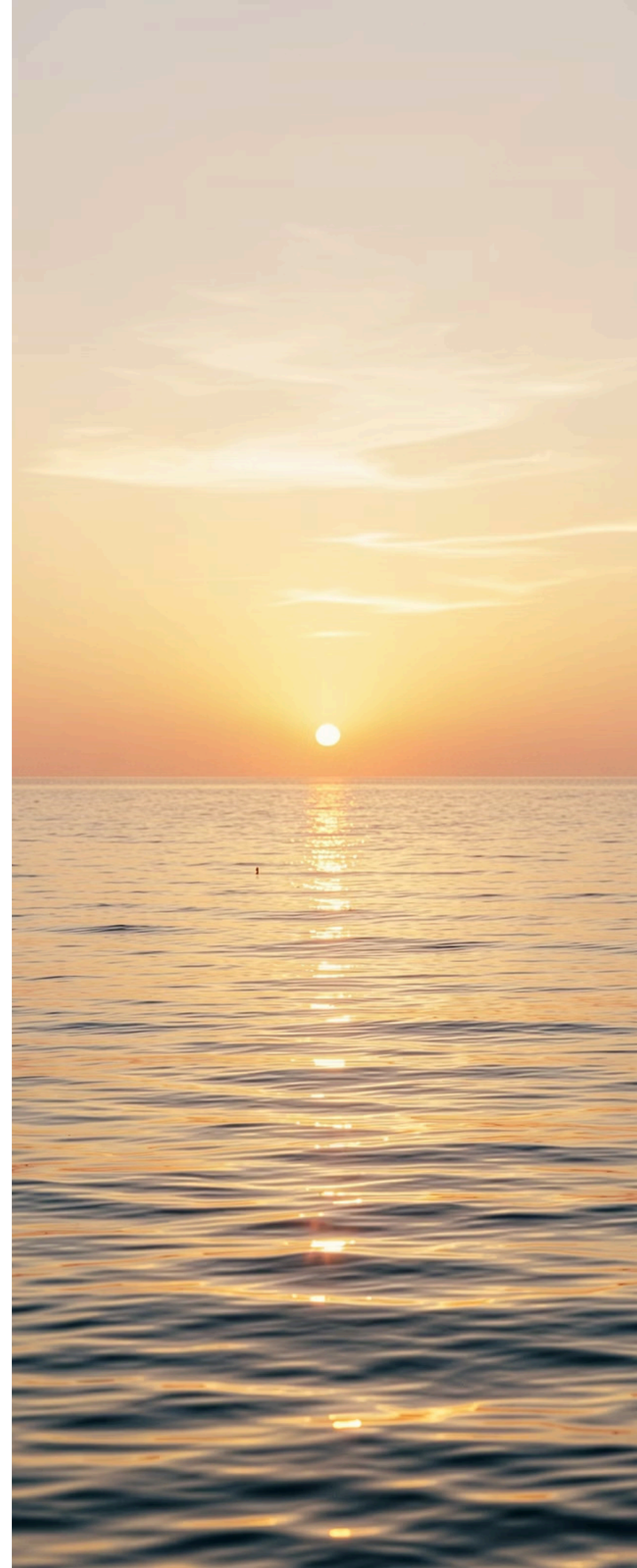
"AI Washing"

Economists openly question the label — many cuts blamed on AI are **ordinary restructuring**

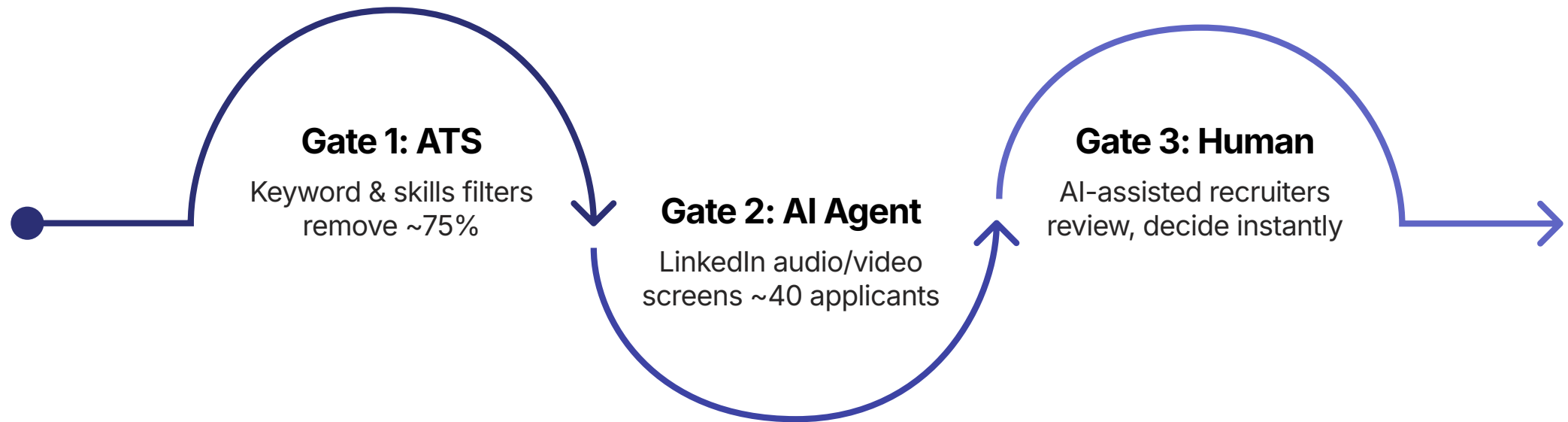
Panic is a strategy killer.

Clarity is a strategy.

- ✔ The opportunity is real for those who move with intention. The data supports optimism — if you're equipped.



The Two-Gate Problem Just Became Three



Every tactic in this session is designed to get you through all three gates — from the algorithm to the human on the other side.

Gate 1 • The ATS

Keyword and skills screening filters out ~75% of qualified resumes before any person looks

Gate 2 • The AI Agent

LinkedIn now testing AI-conducted audio/video screening — up to 40 applicants per role, no human on the call

Gate 3 • The Human

Recruiters using AI targeting now review up to 81% fewer profiles — the few who get through must land instantly

Your Job Search Is an Emotional Journey

Four stages. Four live demos. Every tool free.

1

Stage 1 · LOST

"Where do I even apply?"

→ AI research and targeting

2

Stage 2 · INVISIBLE

"Why does no one respond?"

→ Resume vs. the gates

3

Stage 3 · ALONE

"I hate networking..."

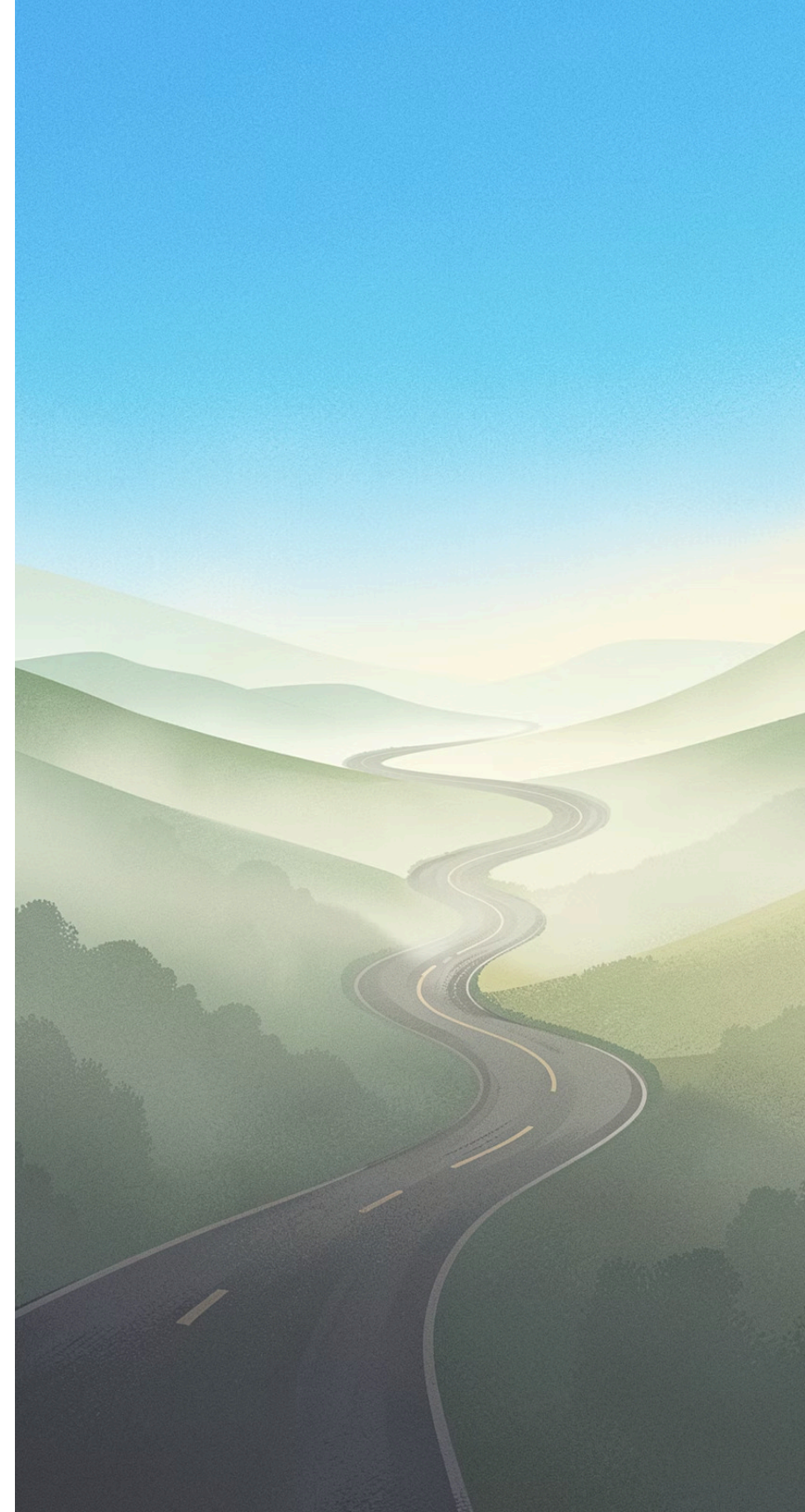
→ AI-drafted outreach

4

Stage 4 · ANXIOUS

"What if I freeze?"

→ DIAR + AI mock interviews





Stage 1 — From Lost to Targeted

Stop applying wide. Start applying smart.

Spray-and-pray is penalized

Recruiters' AI flags low-effort, high-volume applicants — volume works against you now

Build a target list of 20–25

Companies that match your skills, values, and commute — not 200 random postings

Research each in minutes

Recent news, leadership, pain points, hiring signals — AI compresses an afternoon into 3 minutes

Broaden by SKILL, not title

Displaced workers who cross industries are landing faster in 2026



Two-Minute Rule

If you can't say why THIS company in two sentences, you're not ready to apply there.

Company Research in 3 Minutes

The Prompt — Copy & Photograph This

"Research [COMPANY] for a job interview.

Give me:

- 1) What they do in plain English
- 2) News from the last 90 days
- 3) Their top 3 business challenges right now
- 4) The name and background of the [ROLE] hiring manager's likely department head
- 5) Three smart questions I could ask that show I understand their business."

📘 **Tool:** Perplexity (free) — live web citations, no hallucinated links

✅ **Result:** A research brief that used to take an afternoon — done in under 3 minutes

Why Perplexity?

Unlike standard ChatGPT, Perplexity cites live web sources in real time — so every fact about the company is current and verifiable. Perfect for interview prep and outreach personalization.

Stage 2 — From Invisible to Shortlisted

What the Gates See

Exact Keywords

Skill terms pulled directly from the job description

Quantified Results

Numbers survive screening — percentages, dollars, headcount

Standard Headings

No tables, graphics, or columns — they confuse parsers

Title Alignment

Your history must map to the role being filled

What Humans Remember

A "So What?" Headline

Answers the key question in 6 seconds flat

One Signature Win Per Role

Told as a story, not a job description

AI Fluency Evidence

The 2026 differentiator — show it explicitly

Clean, Calm Formatting

Respects their time — no visual noise

⊗ Your resume must satisfy a machine AND move a human. Most resumes do neither.

Tailor a Resume to a Real Job Post

The Prompt — Copy & Photograph This

"Here is my resume and a job description.


1) List the top 10 keywords/skills in the JD that my resume is missing or under-emphasizing.


2) Rewrite my three weakest bullets to include them — truthfully, using only my real experience.

3) Write a 2-line professional summary targeted at this exact role.

Keep my voice; do not invent anything."

 **Tool:** Claude or ChatGPT (free tier)

 **The magic words:** "truthfully" and "do not invent" — these guardrails keep AI honest and keep you safe

 **Time:** 10 minutes per application — not 2 hours

Paste your full resume text and the complete job description into the same prompt window. The AI does the gap analysis; you verify every word before it goes out.

The Auto-Apply Trap

The Temptation

Bots like Sonara and AiApply can submit hundreds of applications automatically — and employers know it. Recruiting teams are starting to **flag and deprioritize** auto-submitted, low-effort applications.

- ⊗ Automating the submit button is the fastest way to get permanently blacklisted by a company's ATS — before any human ever sees your name.

The Right Rule

Automate the PREP

Research, tailoring, drafts — let AI do the heavy lifting here

Keep the SUBMIT Human

Your finger on the button signals intentionality and respect

25 targeted, tailored applications beat 250 robotic ones — every metric agrees.





Stage 3 — From Alone to Connected

70–80% of roles are still filled through people, not portals.



AI Kills the Blank Page

Drafting the awkward first message is the #1 reason people don't reach out. AI removes that friction entirely.



Personalize at Scale

10 genuinely tailored messages a week beats 100 copy-paste InMails — quality over volume, always.



44% Higher Acceptance

Recruiters' own AI-assisted messages get 44% higher acceptance — use the same leverage as a candidate.



AI Drafts, YOU Edit

Rewrite until it sounds like you on your best day — then send from your own hands.

The Outreach Message You'll Actually Send

The Prompt — Copy & Photograph This

"Draft a 90-word LinkedIn message to [NAME], a [TITLE] at [COMPANY].


Context: I'm a [YOUR ROLE] exploring opportunities there.


We share [CONNECTION/GROUP/SCHOOL].


Reference their company's recent [NEWS].

Ask for 15 minutes of advice — NOT a job.

Warm, specific, zero flattery, no buzzwords."

 **Chains Demo 1's research** directly into the message — the news reference comes from your Perplexity brief

 **"Advice, not a job"** — this single phrase triples response rates. People love to give advice; they hate being recruited cold.

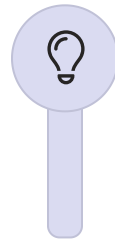
 **Your final step:** Edit 2 lines so it sounds like YOU, then send. Never send an unedited AI draft.

Stage 4 — Tell Stories That Stick: DIAR



D • Decision / Dilemma

Open with the fork in the road. Tension hooks the listener instantly — before you've said anything about yourself.



I • Insight

What did you see that others missed? This is where YOUR thinking shines — the irreplaceable human element.



A • Action

What you did: concrete, first-person, ownable. Not "the team" — what YOU specifically contributed.



R • Result

Quantified outcome plus what it changed going forward. Numbers survive screening and stick in memory.

📄 **Why not STAR?** Situation-Task is scene-setting. Decision-Insight is **THINKING** — and thinking is what they're hiring.

New in 2026: The AI Interviewer

What's Happening Now

LinkedIn Hiring Pro

AI-conducted audio/video screening interviews — up to **40 candidates screened per role**, summaries sent to the hiring manager. No human on the call.

82% of HR Leaders

Planned to deploy agentic AI in their function by mid-2026 (Gartner) — expect this everywhere, fast.

How to Win Against the Machine

- **Answer in DIAR** — AI scoring rewards structure, specifics, and numbers
- **Say keywords naturally** — the model maps your answer to the job description
- **No rambling: 90-second answers;** front-load the result
- **Stay warm anyway** — recordings are reviewed by humans downstream

Rehearse With the Machine, Win With the Human


The Prompt — Copy & Photograph This


"Act as the hiring manager for this job description.

Conduct a mock interview:

- Ask me one question at a time
- Wait for my answer
- Give blunt feedback on my answer's structure (DIAR), specificity, and length
- Then ask the next question

Start with the question I'm most likely to fumble."

 **What happens:** AI critiques your real answer in real time — structure, specificity, length, keyword density

 **At home:** Use voice mode for a full dress rehearsal — speak your answers out loud, get instant feedback

The Compounding Effect

Each demo in this session builds on the last. Demo 1 research feeds Demo 3 outreach. Demo 2 tailoring feeds Demo 4 interview prep. The tools form a system — not a collection of tricks.



Guardrails: What NOT to Automate



Never Invent Experience

Never let AI fabricate credentials, dates, or accomplishments — verification tools are improving faster than fabrication techniques



Never Paste Confidential Data

Never paste another employer's confidential data into a public AI tool — this is a legal and ethical line



Never Send Unedited Drafts

Recruiters now spot "AI voice" instantly — always rewrite in your own voice before sending anything



Always Disclose Honestly

If asked how you prepared, be truthful — fluency with AI is a selling point, not a secret to hide

The Destination: Become a Value Architect

1

Task Doer

Competes with AI on speed and cost — a losing race in 2026 and beyond

2

Tool User

Uses AI but waits to be told what to build — dependent, reactive, replaceable

3

Value Architect

Designs outcomes, directs AI, owns the judgment — the role machines can't fill

✔ **Every demo today was Value Architect behavior:** you set the goal, AI did the labor, you kept the judgment. That's the model. That's the career.

Your Next 7 Days — Pick Your Lane

Job Seekers

- **Day 1–2:** Build target list of 20 companies (Demo 1)
- **Day 3–4:** Tailor resume to top 3 roles (Demo 2)
- **Day 5–7:** Send 5 outreach messages + 1 mock interview (Demos 3–4)

Employed & Watchful

- Add one AI-fluency win to your resume this week
- Run the mock interview against your OWN job description
- Build your target list while you don't need it

Hiring Managers & HR

- Audit: is your ATS rejecting the candidates you want?
- Decide your policy on AI-assisted applications NOW
- Tell candidates if an AI screens them — trust is talent brand

 One hour a day. Free tools. Seven days. Then tell me what changed.

Your Free Toolkit — Everything Shown Today

Full prompt library shared after the session — connect on LinkedIn to receive it.



Research

Perplexity · Claude · ChatGPT

Company briefs, market intel, hiring signals — live web citations, no hallucinations



Resume & ATS

Claude · ChatGPT · Jobscan (free scan)

Keyword gap analysis, truthful tailoring, format checks — 10 minutes per application



Outreach

Claude/ChatGPT + LinkedIn free


First drafts that kill the blank page — personalized, warm, advice-seeking messages



Interview Prep

Claude/ChatGPT (voice mode at home)

Mock interviews with brutal, kind feedback on DIAR structure, specificity, and length



The machines screen. You connect.

AI gets you through the gates. The human you've always been gets you the job.

Sam Velu

VP Delivery & Sales,

Certified AI Officer

Co-author, *The Smart Job*

Seeker's Guide to AI: Compete

Stronger. Apply faster. Get

Hired. *reaking Barriers · Building*

Careers

Connect

LinkedIn:

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Call/Text/Whatsapp

Questions?

The floor is yours. Ask anything — about the tools, the prompts, your specific situation, or what to do Monday morning.