

Landing that Dream Job

We all live in some sort of a Black & White world, where one finds it difficult to express their true colors.

Often, people don't reveal their full potential and who they are. This can occur because people identify themselves by the roles they play in life, for example their job title, rather than expressing every dimension of themselves.

Black & White world

Without being aware of it, you may be living in a black and white world and you are missing out. Imagine if you couldn't see the colors surrounding you; a beautiful red rose; the face of your loved one; the art you create as an artist or see at an exhibit, the rainbow that gently rises after rain and, most importantly, the love you have to give to others. You may be missing a lot of beauty in your own life.

Networking

It's the updated version of "The Old pal Network" with a nifty high-tech name: Networking. But you don't have to have that aristocratic blue blood to plug into what many believe is the best way to find a job.

"Place yourself in venues that facilitate in-person networking," says Katharine Hansen, author of *A Foot in the Door: Networking Your Way into the Hidden Job Market*.



Job postings

It is estimated that only about 30% of all job openings are posted on a job portals or advertised in professional journals or newspapers. The balance, including many top jobs, is a bounty of gold waiting to be mined by those skilled at the delicate art of networking.

Finding the dream job

Finding that dream Job where one express there true potential to the full extent is always challenging and very few people succeed in that. Combine what you know with whom you know and you have an excellent chance of landing at that dream job.

One can find that dream job if you:

1. are clear on what your interests are.
2. are fully expressing your skills.
3. believe in who you are.
4. know what you want to do, and you are working towards it.
5. set targets and look forward to your daily activities.
6. constantly look for possibilities and try to grab each opportunity.
7. live life to the fullest and enjoy it.

It again brings us back to Networking, the key in landing that dream job. One has to nurture and grow contacts that will fetch results in future. Just about anyone can become a contact: Friends, friends of friends, relatives, co-workers, neighbors, a former boss and even professors from your old school. Don't forget interest groups in your field or even activities that attract engaging people such as book and hiking clubs.



It should be always two-way traffic. When you hear of something that may be of interest to others, be sure to pass it on. If you don't share information, you'll soon be cut off from the flow of tips that could benefit you in the future.

Networking is an art that needs to be nurtured and cultivated over a long period of time. The more time you devote to it, the sharper your skills will become. You'll also build a larger and more effective network. The one who develops a wide network will have access to the "hidden job market," in which the best jobs aren't advertised, but are known to a select group of people in the field.

You cannot change your fortune only by contacts; however it will help you to tilt the dice in your favor. An employer will compare odds by interviewing people recommended by trusted friends or associates.

- **Get to know people around and allow them to know you**
- **Make your interests, experience and talents known**

That first meeting

Remember that when you are meeting a stranger for the first time, you're always being sized up even in an informal setting. State your goals and ask for advice and any tips. Share what you know. Don't be bashful about asking for additional contacts.



Offer to help

Last thing one should not do is to “simply go around asking people for a job”, instead of establishing relationships and asking for advice. The person trying to extract a favor from his / her contact should always offer to help his or her contacts by supplying needed information whenever possible.

The techniques are the same for an entry level job to the CEO of a company. The only thing that changes is where you make contacts.

Steps to search that Dream Job

1. Identify the potential contacts who can be of value to your job search. Re-arrange the list on the order of their worthiness in your current job search.
2. Most important is to keep in touch with your contacts, remember to have their full contact details and make sure they know that you have their contact details.
3. While establishing a contact follow the policy of KISS – Keep it short and simple. State your name, reason for calling, mention your common reference. Learn to value others time as well as yours.
4. Dress to succeed; the dress should reflect yourself and gives a sense of purpose to your approach and support your claim for that job.



5. Approach a potential contact / employer with the approach of “This is what I can do for you by the experience I have gained over a period of time and with this qualification”.
6. Even “Gods can be pleased by gifts” so remember to return the favor by passing on the relevant information that may be of use to the other person. You don’t loose any thing by passing on the information.
7. Always remember to remember the favors received. A polite “Thank you” after receiving the favor will fetch a long lasting relationship.
8. The essence of networking is to Keep-In-Touch. Always remember to call/ drop a card / send greetings to top 10 contacts in your networking list. That is your investment for your secure future.

