

25 HELPFUL THOUGHTS FOR JOB-SEEKERS

In recognition of our 25th anniversary, Ratliff & Taylor is celebrating with 25 distinct events that capture and reaffirm our values by giving back to the community and supporting our work in talent management.

The Power of Networking

1. Everyone you interact with is an opportunity to network.
2. Always have an objective for a networking meeting.
3. Don't be afraid to ask for feedback.
4. 75% of jobs are found through networking; be prepared to spend 30 hours a week on it.
5. Engage in all forms of networking: In-Person, Phone, Written and Electronic.

Does Social Media Matter?

1. 93% of recruiters will research you on social media before they contact you.
2. A strong LinkedIn profile will push you to the top of search results in your field.
3. Engaging in social media professionally has an increasing impact on your hireability.
4. Actively posting your knowledge online is a good way to differentiate yourself.
5. "Google" your name during your job search to be aware of what people can see.

Negotiating the Job Offer

1. You should always take time to review a job offer.
2. Treat negotiations as a discussion.
3. Make it your goal to start your job on a positive note for both parties.
4. Rank your priorities in the offer and negotiate the top three items.
5. Refrain from making demands during negotiations.

Working with Recruiters

1. There are over 15,000 recruiters in the US; find the ones that specialize in the location, industry and function where you want to find a job.
2. When speaking to a recruiter, assume you are being interviewed - because you are.
3. Never pay a fee to a recruiter, or anyone else, to find you a job.
4. A recruiter's job is to determine if you are a fit for their client.
5. Recruiters do not like to be called "headhunters."

Job Search Myths: Busted

1. Your current employment status is not indicative of your value to a potential employer.
2. Resumes do not have to be limited to one page, but the first section is the most important.
3. Answering blind ads (that do not disclose the employer) is not a waste of time.
4. Cover letters really do get read.
5. Looking on job boards and websites is not enough. You must network.