

7 Things Only A Professional Job Seeker Might Know

Presented by Angela Loeb



1. To be successful, [**let go of your baggage**].



2. Two questions your future employer REALLY wants answered:

[Why should I hire you?]

[Why do you want to work here?]



3. So, you need to clarify these 3 things:

[What you want.]

[What you offer.]

**[What the market
wants.]**



4. [**Answering ads**] is the least effective strategy.



5. To make your resume stand out, show evidence of your **[unique promise of value]**.



6. To be effective in the interview, do these four things:

1. [**Listen vs. pitch**]
2. [**Be yourself**]
3. [**Use examples**]
4. [**Ask good questions**]

Bonus: [**Interviewers = network contacts**]



7. Discussing [**compensation**] during the first conversation, doesn't mean you can't [**negotiate**] later.



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Thank you!

