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## Networking... YOUR Key to Landing Your Next Success Story

**You are Invited** to join the conversation on Tuesday, July 27<sup>th</sup>, 2021, from 10:00 A.M. to Noon with George Schonewolf, President of Career Directions/Career Coach. Attend this powerful workshop and you will look at your friends, family members, even your dry cleaner in a whole new light!

One of the keys to managing your career effectively is to build and maintain a strong and varied network. Every job seeker and even those who are currently employed – should carve time out of their busy schedules for networking! You should network till you either die or retire... whatever comes first!!

**Networking is not about finding a job!!** Professional networking is about making contacts and cultivating relationships that can lead to positions or other work-related opportunities.

**Your network is your most valuable career asset!** (Far more important than a résumé) Any expert will tell you that networking is one of the best ways to enhance your career. Approximately 92% of all positions are never posted but filled through word of mouth or networking. The probability of a job opening not being advertised increases with the level of the position. Yet, even with all this knowledge, most job seekers fail to fully utilize networking for all its worth.

**Remember** - Every networking encounter should be treated like a business meeting, complete with a purpose, an agenda, and specific outcomes.

**Attend this presentation and you will learn:**

- Why is networking essential to a successful job search?
- The Essence of Networking
- What are the Rules of Networking?
- What is the networking best practices?
- What is the #1 Networking Tool?
- Networking Do's and Don'ts
- What are some of the "questions" that you should ask?

**Final Note:** Incorporate networking as an essential part of your life going forward. Never stop networking, inside and outside of your professional field – making yourself available as a resource for other job seekers, treating them as you would like to be treated, by those with whom you network.

**About The Group Host:** George Schonewolf is President of Career Directions, as well as Founder / Facilitator of the Montgomery County Career Networking Group. George provides one-on-one counseling to those experiencing sudden unemployment, preparing for a career transition, and entering the workforce for the first time. He specializes in resume writing and coaching individuals to network and interview effectively with a wealth of knowledge. George continuously stays abreast of the latest trends and immediately shares new and pertinent information with his clients. He understands the challenges people can face throughout the process, and not only empathizes, but provides relevant, real-life tools that can help. Checkout George's website at [www.careerdirectionspa.com](http://www.careerdirectionspa.com)

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