

Job Search Check Up

Whether you've been involved in a job search for 3, 6, 9 or more months, now is the time to evaluate/diagnose what's working and what isn't working for you. My all time favorite saying is... ***"If your phone isn't ringing, what you are doing isn't working."*** This should help you figure out why your phone isn't ringing and what you can do about it. Let's use the Stephen Covey method of starting with the end in mind for this.

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| How many job offers have you had? | |
| How many "second interviews" have you had? | |
| How many interviews have you had since you started your job search? | |
| How many times have you been contacts (screened) as a result of submitting an application? | |
| How many jobs did you apply for since you started your search? | |
| How many of those jobs did you think you would be a great fit for? | |
| How many companies did you have an inside connections for? | |
| Did you use LinkedIn, Twitter, Blogs or Facebook to try and find a contact to reach out to? | |
| When you made follow up calls, did you make contact with a live person? | |
| Besides the job boards, where are you finding job leads? | |
| How many recruiters (outside of a hiring company) have contacted you? | |
| How many recruiters have you submitted your resume to? | |
| How many have you followed up with and made contact with? Are you connected with them on LinkedIn? | |
| How many companies are on your list of potential employers (target companies)? | |
| Are you following these companies on LinkedIn and Twitter? Do you subscribe to their company blog? | |
| Within these companies, how many do you have an inside connection for? | |
| How many new people did you meet last week? | |
| How many of those new people have you followed up with (sent a thank you note or connected with on LinkedIn)? | |
| How many people did you re-connect with last week (past colleagues, previously met contacts, people within your network)? | |
| How many professional association meetings or group events (with employed people) have you attended in the last month? | |
| How many new people did you meet and connect with on LinkedIn from these events? | |

How socially savvy are you:

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| Do you have an email signature (with phone number, job title, tag line, links to social profiles?) | |
| Do you have a LinkedIn profile that is All-Star rated? | |
| Are you active on LinkedIn (status updates, comments, sharing links with your connections or groups, adding to discussions, etc.)? | |
| Do you have more than 100 connections on LinkedIn? | |
| Are you using LinkedIn's apps (Slideshare, Tweets, Box.net?) | |
| Are you using Twitter, Instagram or Facebook? | |
| Do you have a personal website or blog? | |

Consider this a baseline if you are not already tracking these things. People ask me all the time if there are numbers to strive for in these areas. The answer is yes and no. More is generally better, however, as with anything, quality is better than quantity. What works for one person, in one industry or occupation, may not necessarily work for another. The key here is to do more of what is working for you and incorporate new ways of generating leads.

