

HOW I STAY CAREER SELF-RELIANT FOR LIFE

**Beginning of Section 4
of Four Parts**

Negotiating

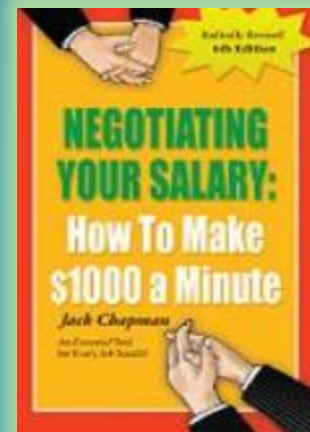
When do you negotiate?

1. After you have received an offer on the position
2. At yearly reviews



How do you negotiate? Read Jack Chapman's

*Negotiating Your Salary:
How to Make \$1000 a Minute*



Getting Off to a Good Start in Your Career

- Find a good mentor within the company.
- Never stop networking.
- Never burn bridges!
- Get skilled help with résumés and thank-you letters.
- Take a suggestion only when you understand its benefits.



Organize Your Career for Life

Keep track online of networking contacts, targeted companies, résumés, thank-you letters, etc.

Find the program for organizing contacts that works best for you. Some examples are

Outlook
Monster
Facebook

Gmail
LinkedIn
MySpace

Excel
Headhunters
Jibberjobber.com

A Good Career-Organizing Program Should Help You ...

Organize Your Job Search

- Track prospective employers, recruiters, and job boards.
- Track each career posting that you apply for.
- Log communications with each company you contact.
- Set action items to ensure appropriate follow-up.
- Know initial contact dates, the date you sent your résumé, last action date, next action date, etc.
- Associate important documents, such as your résumé, with each career posting.



A Good Career-Organizing Program Should Help You...

Organize Your Network

- Rank the relationship of each person in your network.
- Categorize and tag each person to create sub-networks for easy searching.
- Define degrees of separation for each person to measure effectiveness.
Example: You met Steve, who knows Mary, who knows Joe, who knows of an opening for your dream job.
- Track contact information and important dates.
- Log any communications.
- Store notes on what you can give each person and what they can give you.
- Store important career-search documents online.
- Prepare for interviews with your own interview preparation worksheets.

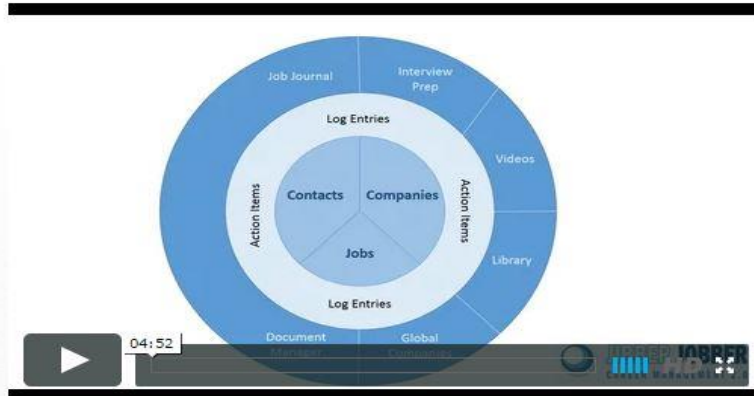
JibberJobber.com



JibberJobber.com keeps track of networking contacts, targeted companies, résumés, thank-you letters, etc.

JibberJobber.com has a free toolset for the serious career seeker. It can help you become career self-reliant for life.

Organize and Manage your Career



Create a free account

Email

Password

Confirm Password

By signing up, I agree to JibberJobber's Terms and Conditions

[Free Signup](#)

See what people are saying about JibberJobber.



Excellent website! I can see many applications for my business!

— Valerie N., Bookkeeper and Entrepreneur

[Read more testimonials](#)


TRACK JOBS


NETWORK CONTACTS


TARGET COMPANIES


WATCH VIDEOS

Knowledge is nice, but ...

knowledge does you no
good until **you organize it**
(use jibberjobber.com)

and you apply it!

~~The End~~

Just the Beginning ...

End of Section 4 of Four Parts