

# Hudson Job Search and the Hudson Economic Development Department



welcome

## Former JOANN Corporate Employees



## Today's Agenda:

- Welcome/background
- Job Search Do's and Don'ts
- Resumes & LinkedIn
- Break
- Networking
- Job Search Tools
- Power of Attitude

Michael Polovick

Michael Polovick

Kris McGuigan

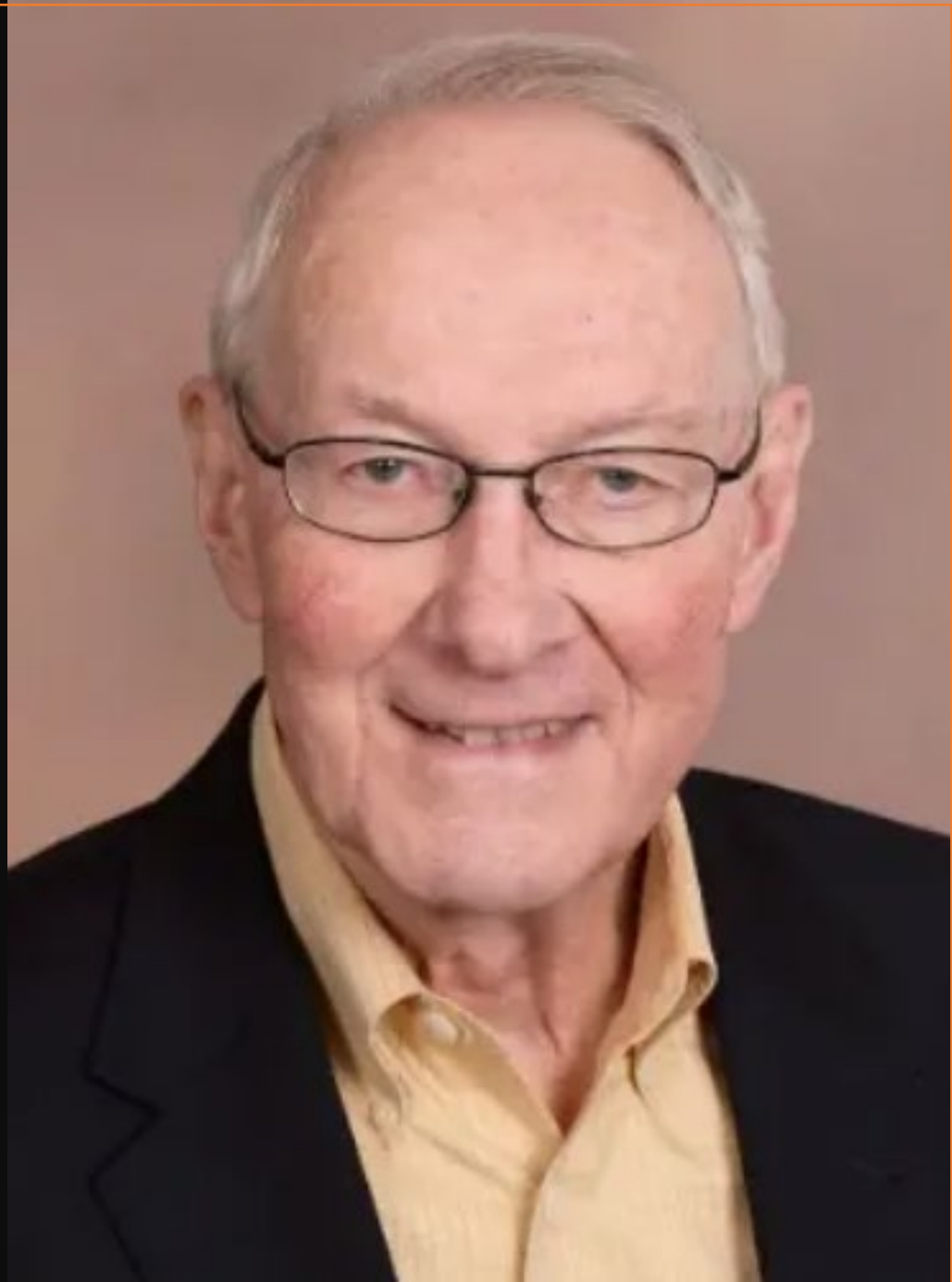
All

Kris McGuigan

Kim Kitchen

Marvin Montgomery

Bob Madison





# Northeast Ohio Madison Conference JOB SEEKER RESOURCE GROUPS

Providing No-Cost Assistance to Job Seekers

## CUYAHOGA WORKS JOB & CAREER SERVICES

**MISSION:** Professional career counselors assist job seekers in advancing or changing careers.

**SERVICES:** Free virtual job and career services for adults 18+.

**CONTACT:** 216-475-2225 | [Careers@cuyahogalibrary.org](mailto:Careers@cuyahogalibrary.org) | [www.cuyahogaworks.org](http://www.cuyahogaworks.org)

**MEETING DETAILS:** Virtual services available.

## FENG FINANCIAL EXECUTIVE NETWORKING GROUP

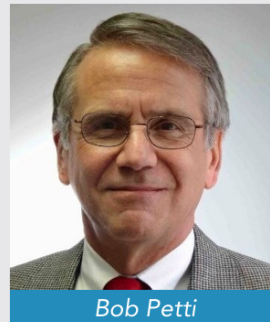
**MISSION:** Networking for senior financial executives.

**SERVICES:** Speaker & networking events.

**CONTACT:** Bob Petti | [www.thefeng.org](http://www.thefeng.org) | [robertcpetti@gmail.com](mailto:robertcpetti@gmail.com)

**MEETING DETAILS:** 3rd Monday of the month, 6:00 PM - 8:00 PM at Spectrum Building, 6060 Rockside Woods N. Independence, OH #105 (inside Sandler).

**KEY INDIVIDUALS:** Bob Petti



Bob Petti

## BEACHWOOD JOB SEEKERS GROUP

**MISSION:** Networking for professionals. Must be sponsored by current member.

**SERVICES:** Speaker and Networking, virtual meetings.

**CONTACT:** Lamar Ratcliffe | [lamarratcliffe@msn.com](mailto:lamarratcliffe@msn.com)

**MEETING DETAILS:** Every Wednesday 8:00 AM on Zoom

**KEY INDIVIDUALS:** Lamar Ratcliffe



Lamar Ratcliffe

## GRACE CMA CHURCH

**MISSION:** Helping job seekers through speakers, networking, and the Crossroads workbook.

**SERVICES:** Speaker events, networking opportunities.

**CONTACT:** Jim Jasko - Founder and Director  
[james@GraceJobSeekersNetWORK.org](mailto:james@GraceJobSeekersNetWORK.org)  
[www.GraceJobSeekersNetWORK.org](http://www.GraceJobSeekersNetWORK.org)

**MEETING DETAILS:** 3rd Mondays of each month, 7:00 PM - 9:00 PM at 7393 Pearl Road, Middleburg Heights (in-person & virtual).

**KEY INDIVIDUALS:** Jim Jasko



Jim Jasko

## HUDSON JOB SEARCH

**MISSION:** Providing free job seeker resources including speakers, networking, and one-on-one advisors.

**SERVICES:** Career coaching, job search support.

**CONTACT:** Michael Polovick - President | [mjpjr65@gmail.com](mailto:mjpjr65@gmail.com)  
330-697-5531 | [admin@Hudsonjobsearch.org](mailto:admin@Hudsonjobsearch.org)  
[www.hudsonjobsearch.org](http://www.hudsonjobsearch.org)

**MEETING DETAILS:** Meets virtually 1st & 3rd Mondays, 7:15 PM - 9:00 PM.

**KEY INDIVIDUALS:** Michael Polovick, Kimberly Kitchen



Michael Polovick



Kimberly Kitchen

## NORTH COAST JOB SEEKERS

**MISSION:** Assisting job seekers with speakers and networking opportunities.

**SERVICES:** Speaker sessions, networking.

**CONTACT:** [www.northcoastjobseekers.org](http://www.northcoastjobseekers.org)

**MEETING DETAILS:** Meets virtually, 2nd & 4th Monday of the month, 7:30 PM - 9:00 PM.

**KEY INDIVIDUALS:** Christopher Gentry, Paul DiPronio



Christopher Gentry



Paul DiPronio



# Job Search

**DO'S**

**DON'TS**



DISPLAY

INFO

CLIMATE

AUDIO



10:27

km/h  
MPH



What is most important  
to getting a job in the  
shortage possible time?

**DO Know where  
you are going**



## What do you want to do for a living?



"I want to be a ..."

"I'll know it when I see it."

"I'm not really sure."



### Search careers with key words.

Describe your dream career in a few words:



Examples: doctor, build houses



### Browse careers by industry.

There are over 900 career options for you to look at. Find yours in one of these industries:



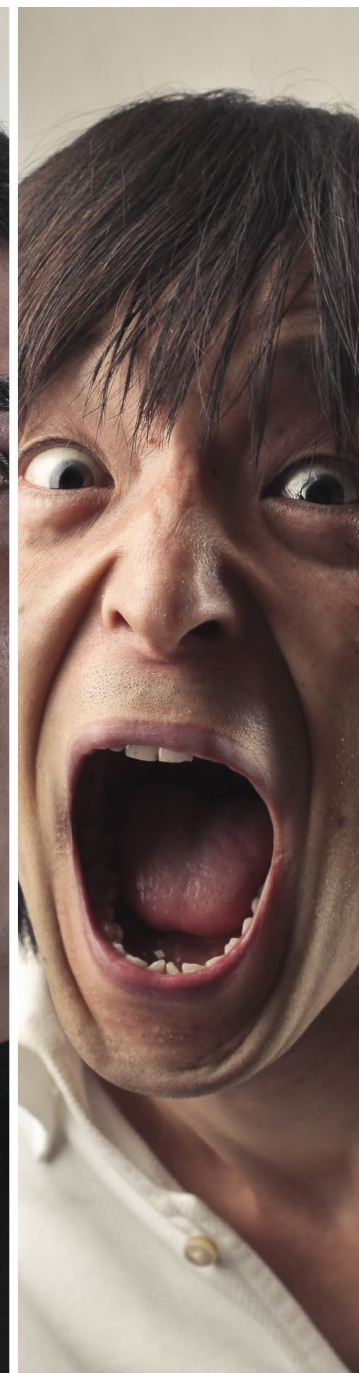
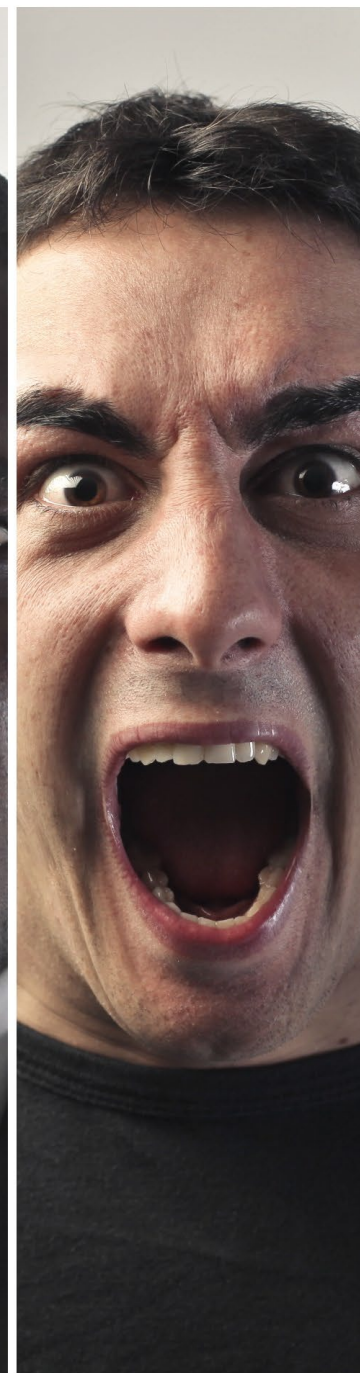
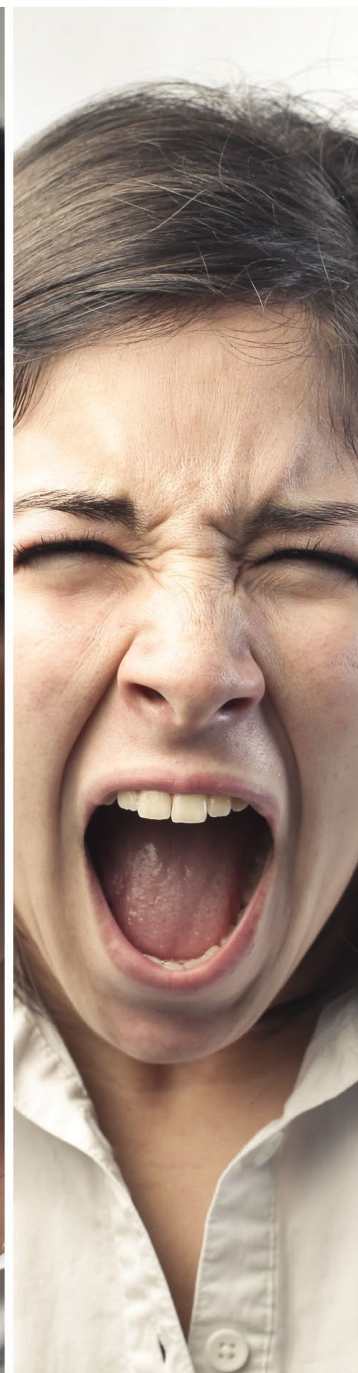
### Discover your interests.

Answer questions about the type of work you might enjoy. We'll suggest careers that match your interests and training.

Start









What is the quickest way to derail your job search?

**DO NOT** express any anger/frustration toward your former employer



**Jobless claims spike, in worrisome sign for the  
US labor market**

**US job market slows**

**Americans are finding it harder to get a new job**

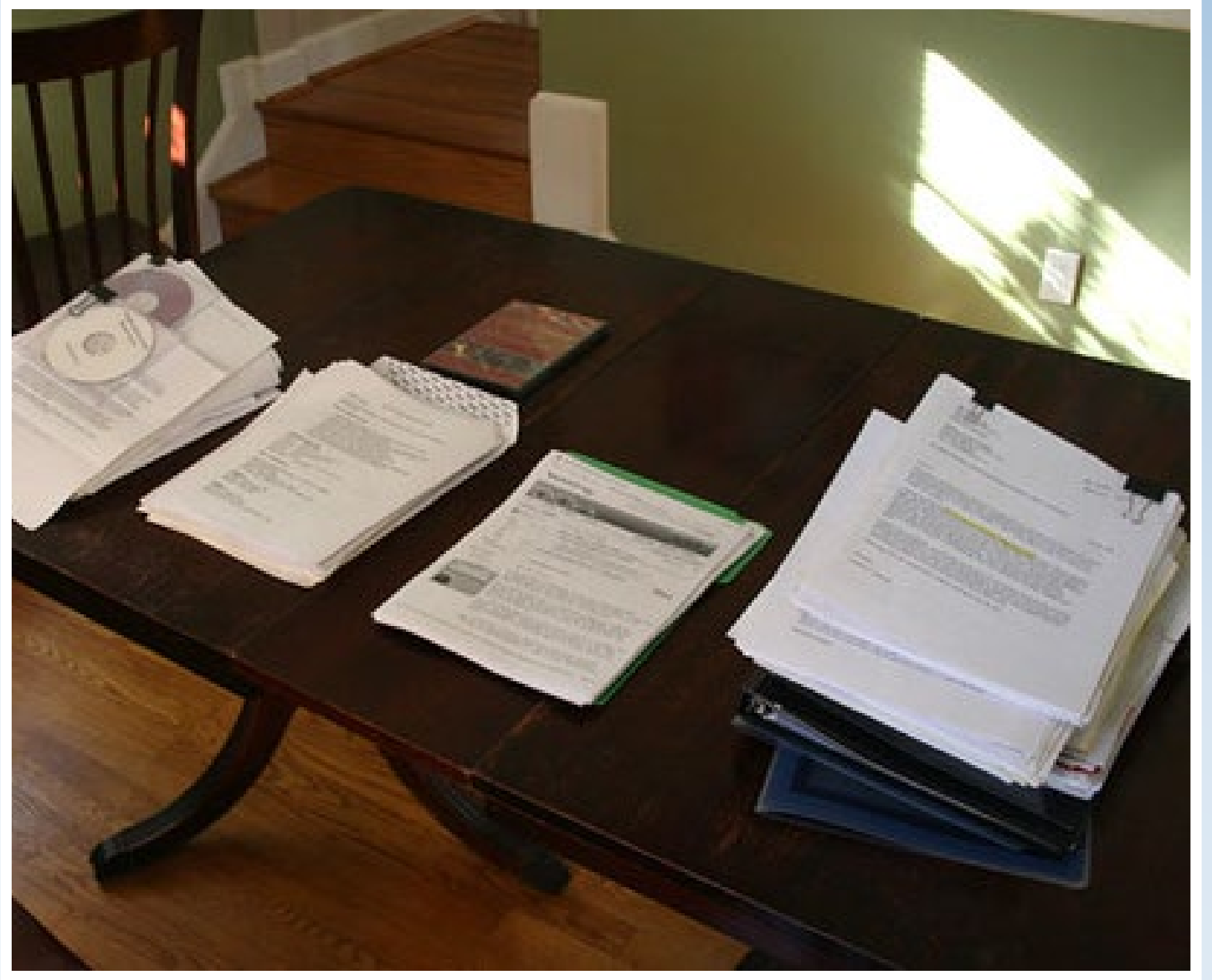
**Number of unemployed claimants hits 1.9m, most since Nov 2021**

**U.S. unemployment rate ticks up to 4.3%  
amid signs of broader economic slowdown**





*“You must rewrite  
your resume for every  
job you apply for.”*



# JOB Application

## PERSONAL INFORMATION

NAME

AGE

SEX

DOB

EDUCATION

EXPERIENCE

SKILLS

HOBBIES

REFERENCES

CONTACT





# WRONG

**85% of jobs are filled through networking.** Personal connections are more effective than online applications. (Forbes)

**Networking increases job opportunity awareness by 50%.** Staying connected exposes you to hidden opportunities. (SHRM)

**Companies hire referred candidates 55% faster.** Employee referrals streamline the hiring process. (Jobvite)

Ouch!



**I CAN JUST**

**WING IT**





## Do: Research

- your resume
- the company,
- the interviewers,
- the job,
- the answer to the question you don't want asked

Your Interview,

DON'T - Think you can wing it



**What are your  
salary requirements?**





Would you mind sharing the salary range for this position?













In the interview,

DON'T talk about why the  
job is good for you

DO talk about what **VALUE**  
you bring to the company





Don't end the interview  
with a goodbye

DO: End with the value  
you bring to the company  
and your interest in the  
position.

DO: Ask what the next  
steps are and when they  
intend to fill the position

**Make the ask**





**Now What?**







“To be, or not  
to be, that is  
the Question”

**William Shakespeare (Hamlet)**



“To negotiate  
or not, that is  
the Question”

**Michael Polovick (HJS)**

When you get an offer  
Should you try and  
negotiate?

**84% of  
employers  
expect it!**  
(Salary.com)







**Most successful non-  
aggressive negotiation  
approach**

***8 words***

***Do you have any  
flexibility with your offer?***

# Do's and Don'ts Summary:

- Don't express anger toward former employer
- Do be specific about the job you want
- Don't spend your time on postings, Do network
- Don't believe media reports about the job market. "Be the tree"
- Do make a positive "virtual" impression
- Don't wing it, Do your interview research
- Focus on the company's interest
- Don't talk too much in an interview
- Do use "I", don't use "we" with an explanation
- Do make the ASK
- Don't accept an offer immediately
- Don't be afraid to negotiate your offer