



WHAT'S MY NEXT MOVE?

Negotiating Compensation and Networking
to Ensure Your Next Move is the Right One

- Arm yourself with data
- Research the company
- Look at alternate options
- Never bluff
- Know when to quit
- Get it in writing



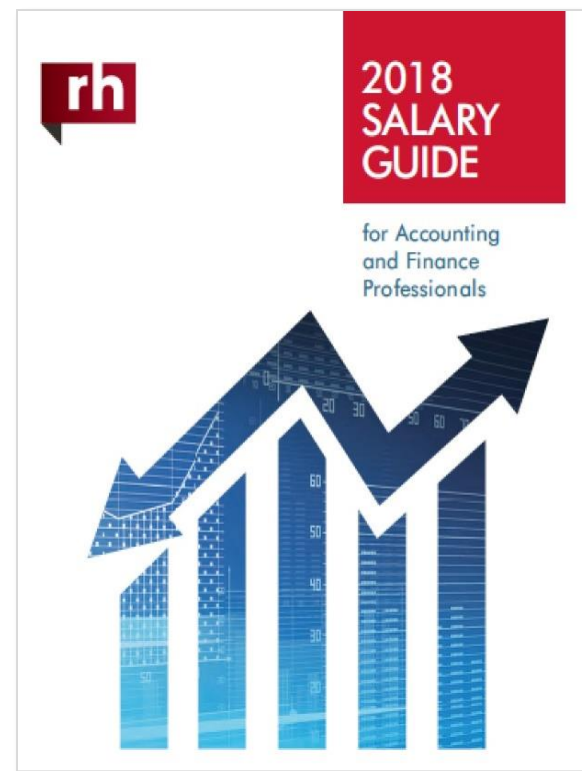
- Show your value
- Research the going rate
- Time it right
- Prepare a Plan B
- Seek answers



- Offer competitive compensation
- Don't take too long to make the offer
- Consider other components of the compensation package
- Don't gloss over signs of a bad fit



- 2018 Robert Half Salary Guides
 - Average starting salary ranges
 - Hiring trends
 - Compensation packages



Professional Networking Tactics for Success



- What networking is and why do it
- Excuses to not do it
- Overcoming roadblocks
- Setting a strategy
- Online networking
- Your elevator pitch
- Networking in person
- Asking for assistance
- Mistakes to avoid

What Is Networking?

FINDING WAYS TO HELP OTHERS

PAYING IT FORWARD

Networking = Making Connections

OFFERING YOUR OWN ADVICE

ESTABLISHING AND NURTURING
MUTUALLY BENEFICIAL CONNECTIONS

Why Network?

- Great tool for job search
- Way to build skills and knowledge
- Can make your job easier
- “Checkpoint” for work dilemmas

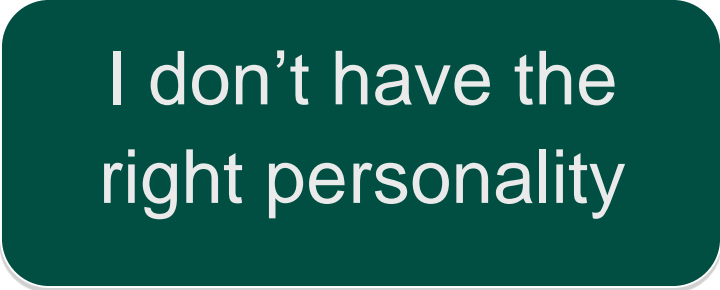


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I don't have time

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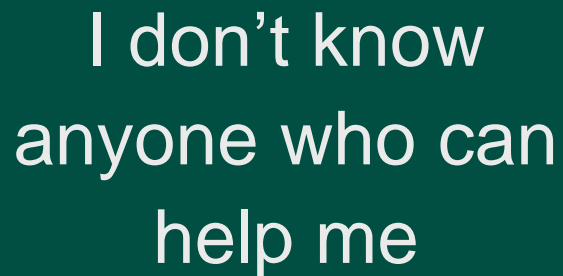
I don't know
the right
people

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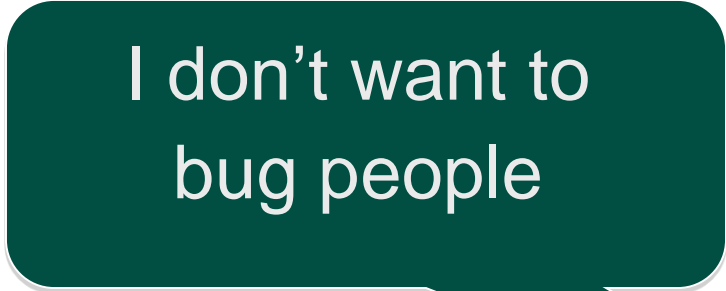
I don't have the
right personality

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I don't need
a new job

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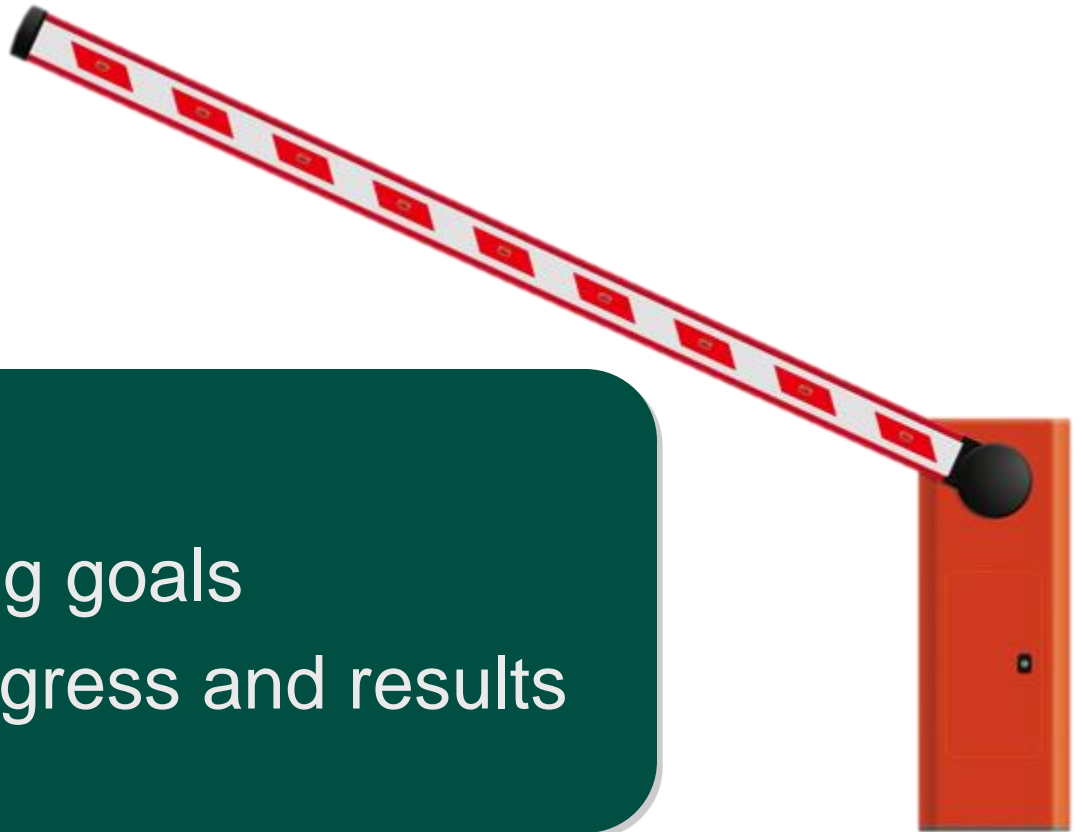
I don't know
anyone who can
help me

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I don't want to
bug people

Overcoming Roadblocks

- Be realistic
- Break down big goals
- Document progress and results



Setting a Networking Strategy

- Establish your networking goal
- Create a contact list



Online Networking

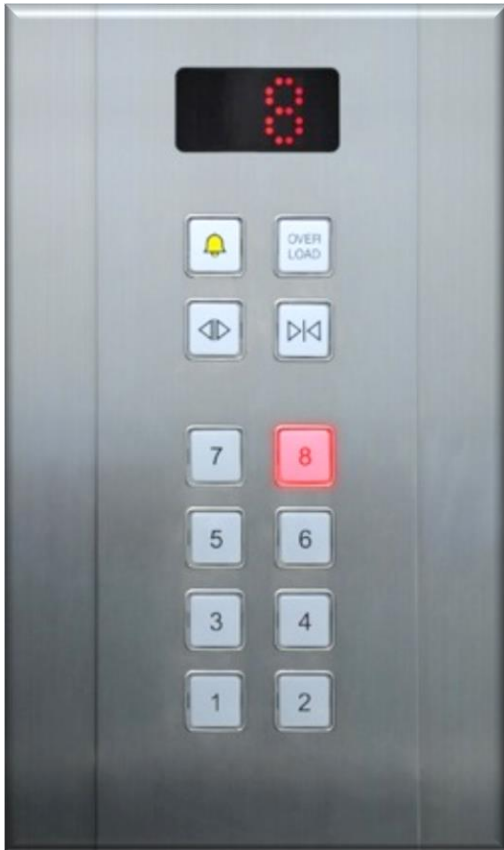
- Social media has rapidly transformed networking
- Easy and effective way to get started
- Allows you to reach wide audience



In-Person Networking

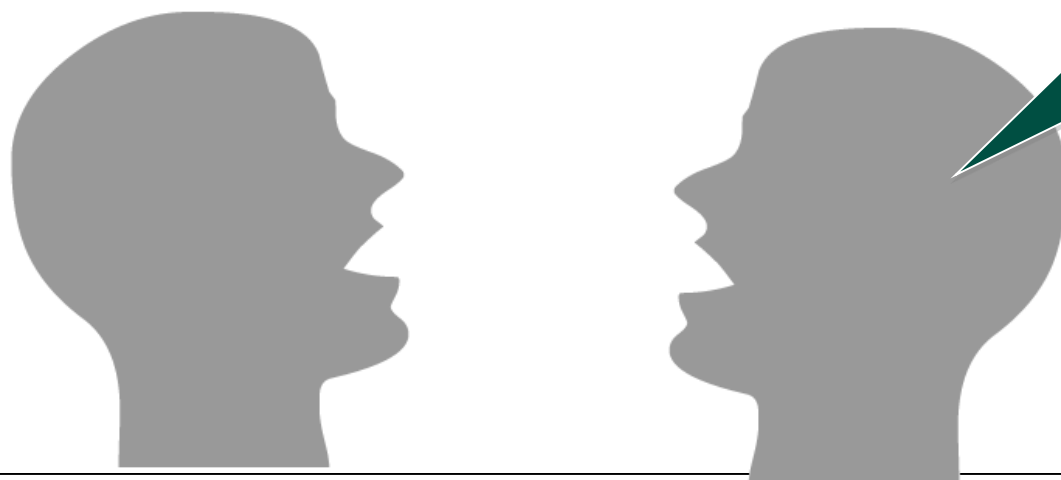
- Face-to-face interaction builds rapport in a way electronic communication cannot
- In-person networking takes more time and effort – but the payoff is greater





- Create a 30-second description of who you are and what you are looking for professionally
- Don't try to wing it
- Practice, practice, practice

- Choose the right events
- Know the audience
- Understand the role of small talk



Hi! I'm
Steve.

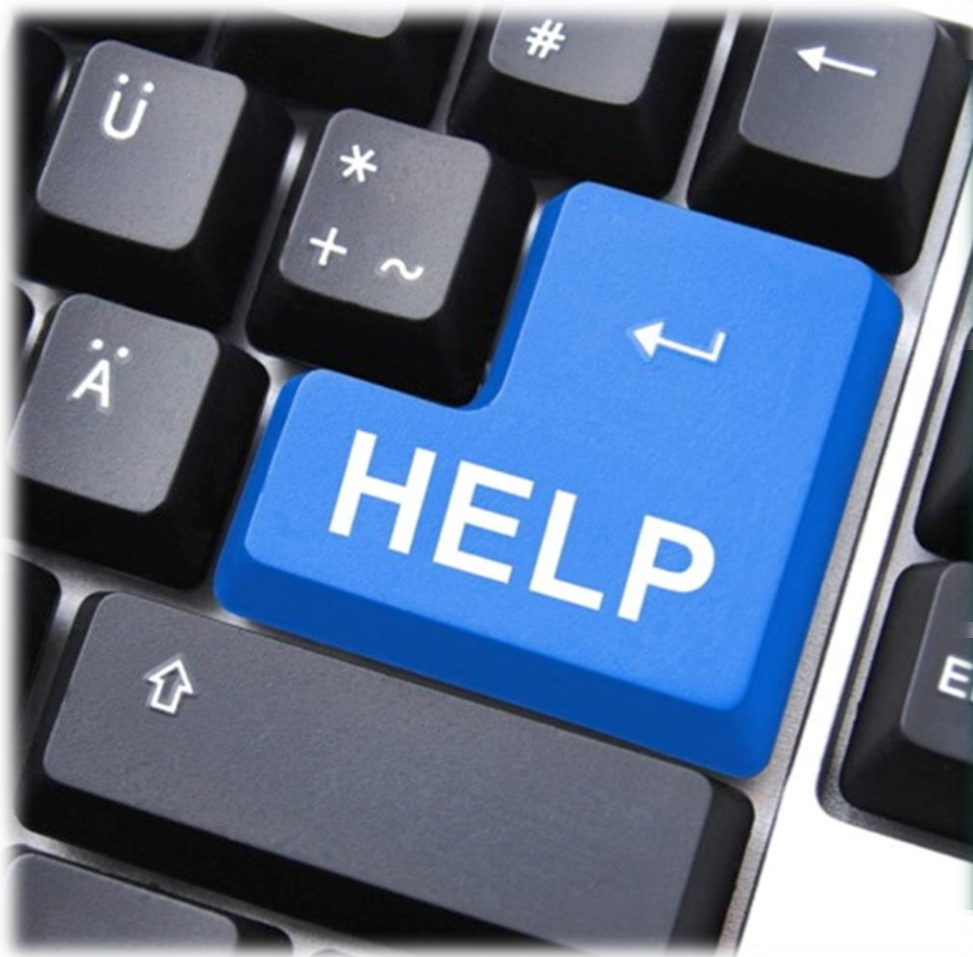
In-Person Networking

- Remember, it's not all about you
- Introduce people
- Get a business card
- Follow up





Asking for Assistance



Offer your help first

Be specific when making requests

Show your appreciation

Networking Mistakes

- Not asking for help
- Not keeping in touch
- Burning bridges



- Keep motivated and stick with it
- Reward yourself and celebrate success
- Keep your sense of humor
- Remember, anyone can network!

