

Scripting for the Job Search Plan

- Ask for a meeting to discuss strategy: seeking advice, input
“I’m taking a little different approach to my job search and would love to speak with you about it/get your advice/input.”
- Walk through job search plan – say it all out loud!
Literally say your positioning statement out loud; walk through your competencies; discuss your target (type of company, location, culture), and then say, “and I’ve listed several companies that are a match for this criteria.”
- Don’t read the company names, just let them review them and ask for feedback on target companies by asking:
 - *Are there companies you should take off the list because you know something I don’t?*
 - *Companies you should add to the list?*
 - *Do you know anyone who works for any of these companies?*
 - *Would you be willing to introduce me to those people?*
 - *May I send an email introduction that you can easily edit or forward to help with that introduction?*
- Send thank you note!

Important Rules for Job Search Plan Discussions

- Live is the best way to use this document – it’s a brainstorming tool
- Never send the Job Search Plan to someone unless you are having the conversation in the moment you send it
- Do not use this document with recruiters
- Always let your contact know if you’ve connected with someone they introduced you to – track your conversations!