

I have a Friend....

Chances are pretty good that at some point in your career in the Computer Industry, you have been contacted by a recruiter. It makes no difference whether your expertise is on the sales or the technical side of the business, "good referrals" are important assets to any organization.

Pause for a moment and think about your career as it began. Your enthusiasm to learn everything about success and the desire to apply learned practical career experience has positioned you in line for the next promotion. The phone rings and a recruiter shares an ideal job scenario with you. How did they know that you were interested in advancing your career? Should you explore the details about the job? Are you qualified for the position? Will you be offered the promotion with your current employer? Your head is spinning with in an attempt to logically answer all of the career counselling questions.

First of all, it never hurts to sharpen your listening skills, the most important asset in any career. Without listening how can you make a logical decision? After reviewing the details of the position with the recruiter, you decide that it isn't for you. You don't think that you are at that level yet but have an idea of someone that would be perfect for the position. "Feel free to call *Mr K* at 666-6666 number, he is quite knowledgeable and would love to hear about this opportunity". You will start thinking seriously about the promotion within your organization and are thankful that you have established a relationship with a recruiter. ***Always take the time to listen to the position being offered.***

Relationship building a.k.a. networking will keep you connected within the computer industry. Recruiters rely heavily on those sources that have proven to refer credible, qualified and excellent candidates. Stay in touch with those co-workers that leave to pursue positions with other corporations. Keep an open ear to happenings within the industry and for those that can share their perspective. These contacts are vital for your success; they might be contacted by a recruiter, know that you are looking for a new position and put you in touch with your ideal job. ***Relationship building is a key to your success.***

It never hurts to be surprised but don't for a minute think that you have a fairy career-mother. Flattery will get you everywhere. As your success continues and you find yourself in a position to test the marketplace, you first think of the recruiters that have stayed in touch with you. You check in with them from time to time and let them know how your career is going. They are very appreciative of the people that you have referred to them. It certainly seems that they call often and have some very appealing positions as well as a prestigious list of accounts that they work with. Your next phone call is to their office and the job search process begins. ***Keeping the lines of communication open, you never know when you will need their help.***

As you ponder your job search strategy, sit back and think about all of the people that have crossed paths with you throughout your career. Whether or not they were

colleagues, managers, subordinates, friends or recruiters, rest assured that these contacts are the ones that landed you in a career. After all, aren't we all in the people business?