

THE CHAZIN GROUP

CAREER CONNECTIONS

January, 2008



The Chazin Group In The News

On Tuesday January 13th Ethan conducted his Job Search Boot Camp to residents of Hudson County, NJ. The program focused on providing job seekers in attendance with a wide range of 'proactive' job search skills, with an emphasis on building a professional network and conducting information interviews. If you would like Ethan to conduct this program in your town or at your alma mater, please contact him at (917) 239-5571.

The Latest Craze...Network Marketing

A relatively recent phenomenon many people are pursuing to generate additional revenues is called: "network (multi-level) marketing". These activities are being pursued by entrepreneurs of all kinds. The model relies on a pyramid approach, whereby individuals enlist others in their social/professional network to join their organizations, to buy and sell products that they are selling. The more people you bring into your network, the more product you sell "downstream", and the money you make. [Click here for relevant articles.](#)

Trend In Matching Employee Background With Corporate Culture (Jiibe.com)

There is a movement afoot in which Hiring Managers, HR professionals, and their companies are FINALLY moving towards matching an employee's background, values, and beliefs with the culture of an employer. Check out www.jiibe.com.

Great Reads!



[What Got You Here Won't Get you There](#) by **Marshall Goldsmith and Mark Reiter**. A great guide for learning how to become successful in all your life's pursuits.

[Juggling Elephants](#) by **Jones Loflin & Todd Musiq**. A great book for learning to maintain an effective home / work LIFE balance.

[Outfoxing The Small Business Owner - Crafty Techniques for Creating a Profitable Relationship](#) by **Gene Marks**.

[The 21 Irrefutable Laws of Leadership. Follow Them and People Will Follow You](#) by **John Maxwell**. A great source for learning about Leadership skills.
[Secrets of the Millionaire Mind](#), by **T. Harv Eker**.

December U.S. Economic "LOW"lights

- ① GM and Chrysler obtain \$17.4 billion in emergency funding from the Government;
- ② GMAC (GM's troubled financing arm) receives \$5 billion in Government financing after becoming a bank holding company so it can get access to the Government's \$700 billion bank rescue program;
- ③ Last quarter's consumer spending on retail was the worst in the last 20 years, Retailers asked the Government for ten (10) tax-free days in 2009;
- ④ 10 million unemployed Americans, and the Jobless rate (6.5%) is at a 26-year high heading towards 8% in 2009;
- ⑤ Retail establishments post worst holiday season in 20 years and major chains like KayBee toys continue to go bankrupt

Comments? Let us know at: TheChazinGroup@yahoo.com or call (917) 239-

Career Connections Newsletter

How To “Work” a Job Fair.

It’s a sign of the times. You get an email from a CareerBuilder, Monster, or some networking organization announcing a job fair. You dutifully get dressed up in your business suit, arrive there 15 minutes early, and...the line goes out the door, down the block, and all the way around the corner.

To ensure you ace the job fair interview, get there 45 minutes to an hour early. Research the organizations that are going to be there. Bring two copies of your resume, professional bio and personal business cards for each company you plan on talking to. Rehearse your two minute elevator speech. Make sure your interview suit is impeccably maintained, and your shoes are polished. Make sure your umbrella and overcoat are clean and conservative.

Bring samples of your work, in case you need to sell a recruiter your salesmanship in print. Send every recruiter/hiring manager you speak with a Thank You card. Be sure to remind them of key points from your discussion. You MUST make sure you stand out by making a GREAT impression. Then call them to schedule a meeting.

Networking Corner

Some useful networking resources:

- [BNi International](#)
- [FENG](#)
- [NY: MIEG](#)



The “Passive” Job Seeker.

Recruiters have a phrase they use for employees that are working. They refer to them as “**passive**” job seekers. Recruiters typically go after these employed individuals, assuming they are more attractive to attempt to steal away from their employers, than the army of unemployed job seekers.

From the perspective of the recruiter, employees already working may have a strong desire to change jobs, but are extremely scared about being out of work. So, they target the PASSIVE workforce first. You need to stay on top of what recruiters and hiring managers are doing. Register for free email alerts from **Human Resource Executive Online, Recruiter Earth, Workforce Week** and other resources used by recruiters, HR, and placement professionals.



Refer A Friend

Do you know some one that can benefit from this newsletter? **Send us their email.** We’ll add them to our list. They’ll appreciate you...and so will we!

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