

Welcome to the APICS Webinar

This APICS Webinar is hosted and produced by Safia Johnson



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Future Looks Bright!



Peter N Rice
"Professional Guide"
pnr, LLC



Review

- Networking.
 - Time Management
 - Brain Storm
 - Prepare
 - Netweaving
 - Continuous Follow Up



Interview

- Time Management.
 - Network for practice
 - Get comfortable (prepared)
- Research.
 - Use the internet (be careful)
 - Call the company
 - Search news



Interview

- Conservative.
 - Appearance
 - Behavior
- (**Middle of the road in lifestyle...do not differentiate unless under skills)
- Sensors up.
 - Take notes
 - Find "jewels"
 - Connections



Interview

- Must Relax!
 - Prepare
 - YOU interview the company (use research)
 - Remember Power questions
 - Like it or not...everything being equal, people hire people they relate to...can't help it.
 - Herb Greenberg
- Save Questions.



Interview

- No one is getting hired today.
 - Ask for timing of next step.
 - Ask if your qualifications match those of the job.
 - Set a call back time.



Negotiation

- S/he who talks \$\$ first loses.
- Always take time to consider the total package "off line".
 - Health, dental, etc.
 - Life Ins.
 - Pension
 - 401K
 - Vacation
 - Culture
 - Other



Negotiation

- To counter or not?
 - How did the previous interviews go?
 - Collaboration
 - Discuss value (yours!)
- Another “off-line” Evaluation.
 - At this point everyone is emotionally invested.
- Written Alternative.
 - Future
 - Performance based



Professional Development

1. Take advantage of the company offering.
2. Work on self improvement.
3. Invest in yourself.



Karmosity

- “...it will return to you.”

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Questions and Answers



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