

Twelve Step Job Search Strategy

- **TARGET AN ORGANIZATION TO WORK FOR**
- **RESEARCH THE ORGANIZATION YOU WANT TO WORK FOR**
- **WRITE A SALES LETTER TO GET AN INTERVIEW**
- **CONSIDER EACH INTERVIEW A SALES CALL**
- **DEVELOP A PRECALL PLAN FOR THE INTERVIEW**
- **MONITIZE YOUR POTENTIAL VALUE TO THE TARGETED ORGANIZATION**
- **BRING SOME VALUE TO THE ORGANIZATION AT THE INTERVIEW**
- **CONDUCT A NEEDS ANALYSIS DURING THE INTERVIEW**
- **WRITE A TARGETED RESUME FOR EACH TARGET ORGANIZATION**
- **TREAT THE RESUME AS SALES LITERATURE**
- **SEND A THANK YOU NOTE TO EACH INTERVIEWER**
- **DEVELOP A PRECALL PLAN FOR EVERY FOLLOWING INTERVIEW**