



www.recchionandassociates.com
Business: (623) 476-8813

"10 Success Strategies to Finding the Right Work" Workshop, Friday 10/23

Program Description.....Results

Learn key strategies to manage a successful career transition/job search, through an accelerated personal coaching/training program that successfully guides individuals who have been impacted by organizational change and/or are exploring new career opportunities. Learn and use "best practice" tools, resources and personal marketing and communications techniques to **take ownership of your career direction, build your value and confidence, create focus and rise above the competition in a competitive job market.**

Who Should Attend

- As an outplacement benefit, employees from companies in transition, and/or individuals who are underemployed, unemployed, exploring a career change, recent graduates, those who want to learn career development and transition success strategies.....**If you can't make this session let us know as we're scheduling additional monthly workshops. Also available as one on one, face to face or virtual individual and executive coaching program.**

When? Where? Cost?

Friday, October 23, 8am – 5pm; Hyatt Place – North, 10838 N. 25th Ave., Phoenix, Az, 85029, 602-997-8800;

Special introductory rate, \$125/participant

Enroll at <http://www.recchionandassociates.com/phpFiles/user/multiClassReg.php?courseID=23>

You Will Receive

- Comprehensive "10 Success Strategies..." Workbook – over 200 pages of examples, exercises, processes, success stories
- Additional job search handouts – Recruiter listings, company contacts, websites and resources
- Small group classroom setting – accelerated coaching and training success program
- "Hyatt Place" morning breakfast bar, afternoon ice tea & lemonade, lunch discount and special overnight room rate

You Will Learn.....

- Key change strategies to turn adversity into opportunity.
- To focus on your Brand – Self-Awareness, Personal Mission, Goals and Skills Exercises; explore skill transferability.
- A unique, laser focused resume-building and personal marketing process: assessing and documenting your key marketable, transferable skills and S-T-A-R contributions, and the psychology behind this process to build value and marketability.
- The importance of market research and analysis, the extra effort that can put you over the top and above your competition.
- To develop and manage your personal marketing campaign incorporating four key strategies: Networking, Internet/Job Board Ads, Agencies/Executive Search Firms and Targeting.
- ...and practice verbal and non-verbal communication techniques, interview dynamics, and how to respond to the tough S-T-A-R behavioral interview questions.
- 4 key actions to "ace" any behavioral interview including: How to create rapport and chemistry; three "must" strategies to gain the edge, build confidence and prepare for the psychology of the interview process; how to sell your contributions to match the position requirements and build your value; one "prep" exercise that is guaranteed to give you the advantage.
- Understand when the negotiation process begins? What's negotiable? And learn how to respond to salary inquiries and develop negotiation prep strategies?
- Create and manage a focused campaign plan with daily/weekly goals; evaluate which strategies are working, which are not and adjust your marketing/campaign plan.

FOR ADDITIONAL INFORMATION CONTACT:

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