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## SUMMARY KEYWORDS

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The most common mistakes recent graduates make are not starting your search early enough, not knowing where to start your search, not being proactive, and talking about yourself during the interviewing process and not about the company that you want to work for. Most recent graduates do not start their job search early enough. You generally graduate in May. So you should be starting your job search by March. Start by looking at the companies in your industry that you're graduating with that degree. Talk to every single person that you know, hey, I'm graduating in May, and I'm going to have an engineering degree. How did you get your job? Tell all your family and friends. I'm graduating in May with my engineering degree budino. I have over 30 years of recruiting and coaching in the San Francisco Bay Area. I have recruited everybody from CFOs all the way to receptionists. But one of my passions are recent graduates. Because if you listen, you're like a sponge. And you will get the job that you have spent four years going to school for with my tips and my knowledge, trust me. The first place that you want to look for a job as a recent graduate is within your career center. Most college campuses have an out placement Career Center in each discipline. So you want to go there first, make it known, I'm graduating with my engineering degree and who would you refer me to? The second place is you want to talk to every single person, you know, come up with an elevator pitch I've raised, I'm going to be graduating in May. And I'm going to have my engineering degree and my expertise is in X, who do you know that you could refer me to? Thirdly, the job boards I would do last? Everybody is on the job boards. And most of the people that do respond, have some experience in that discipline. So as a recent graduate, you really need to focus on who you know, and who could refer you as well as your career center and the alumni group in your from your college. If you don't have a network of professional professionals, colleagues, friends, family, in the discipline that you're

graduating in, you need to go to a place like LinkedIn. And I know people think oh, no, not LinkedIn. But I am telling you, my clients that are recent graduates that have gone to LinkedIn, and I've typed in their degree, and names pop up, they we create a very short introduction. LinkedIn message Hey, my recent graduate, I understand you have got a job at x y, which is an area in which I'm extremely interested in. Would you mind having an introductory interview with me, I promise I won't take more than five to 10 minutes of your time, but this will be beneficial for me. So LinkedIn would be the first place. The second place would be go to your alumni eyes and see in your alumni group who is working for the companies in your discipline. And thirdly, which sometimes can be a little bit harder, go to the company in which you're looking to become part of their team and look at their employee roster. There might be somebody in there you know, Board of Directors. existing employees that are alumni from your school. And then you can reach out to them the same way as you would in LinkedIn with a short little introductory. I would love to work for your company, I'd like to know how you got your job. Would you mind having an five to 10 minute introductory conversation with me?



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The way I feel recent graduates can become more proactive. Number one is not waiting until the month of May when you graduate or not waiting until summer is over. And September is here, and oh, my goodness, I don't have school to go to in September, you need to be your own billboard, you need to start telling every single person what you're looking for. Who do you know, who can you refer me to? The reason I say that you should not make your job about yourself, is because you're just coming out of four years or five years of college. And all you really know are your professors, and what you learned in academia. So you really don't have too much of substance to talk about other than schooling. So you don't want to talk about yourself and your schooling. Unless you know, you're Kuma colada, then Sure, go ahead, toot your own horn. But you want to start talking about why this industry is interesting to you why your degree is in this industry, and the companies that you're interested in why you should hire me, you need to come up with five bullet points. And I'll use engineering again, why you should hire me as an engineer, entry level engineer, and come up with those five bullet points that are your strengths. Now you've exhausted your network, your family, your friends. What I would do next is I would join every Meetup group, in the discipline that you're graduating in, there's communication groups, there's graphic design, there's international business, there's engineering, join all of those meetup groups, get to know people in those groups, then go to every job fair that you possibly can, and get in front of everybody that you can. And you want to be sure that you have your resume when you go to a job fair in digital format, so that you can email it right then in there. And when you're at their table. Okay, here's my resume, I'm going to email it to you who should I email it to? So they have it right then and

there. They can ask you questions. And then hopefully they will book an in person or zoom interview, depending upon where we're where we are. To go to the next step, but you want to be in front of as many people as possible as soon as possible. Interviewing as a new graduate is somewhat of a numbers game. You're competing with all walks of life. People with degrees, people without degrees. So you kind of have to think of it as a dartboard. How many resumes Can I fling on that dartboard until somebody calls me. You might be applying for the exact same job, same job description 40 times before somebody will say, hey, ginger, I would love to schedule an interview with you. I really liked what your resume had to say. But knowing that it's a numbers game, it also has to be a mindset for you. You can't feel defeated. You can't lose your confidence. You can't lose your story of why somebody should hire you. It's just a numbers game. The more you put it out there, the sooner you're going to get interviews. Well, I hope you gained a lot of insight on how to navigate through the hiring waters as a recent graduate. What I think is really important to go to the next step while it is still fresh in your mind. I am offering a free half an hour introductory consultation. And this consultation will give you the opportunity to ask some additional questions. But most importantly, it will give you some additional tools that you could use right away to get your first interview