

Navigating the Job Search

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Objective

For the past 15 years, I have presented "Navigating the Job Search" to undergraduate and graduate students at various schools and organizations around the country. I have weaved together an interactive collection of real-life interview questions, stories, advice, quotes, coaching and friendly role plays that help students prepare and increase their comfort level. My presentation reinforces what it takes to successfully navigate the job search and students leave the session with confidence, knowledge and a plan for a positive outcome.

Agenda

1. Introduction
2. Level 100 - The basics
3. Level 200 - Prepare and be strategic
4. “Intermission”
5. Level 300 - Practical advice
6. Level 400 - Crafting your pitch
7. Actual interview questions - time to participate
8. Final thoughts
9. Q&A

Introduction – my path

Born in **Miami Beach**

1991 - **Ransom Everglades High School**

1995 - **Washington University (St. Louis)**

Political Science Major

Business Administration Minor

Kicker on football team

1999 - **University of Colorado MBA**

Finance/Technology & Innovation Mgmt

Case Study

1995-1997

1999-2013

2014-2019

2019-

AIG

Goldman Sachs (24 interviews)

KKR (30 interviews)

Baker Street Advisors (10 interviews)

My family



Rebecca

Adam

Samantha (20)

Alice (17)

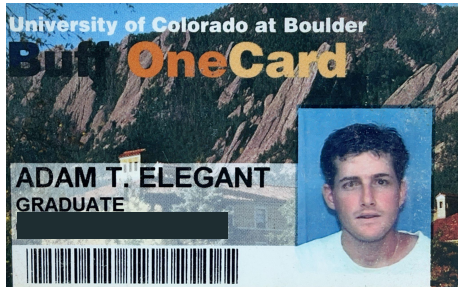
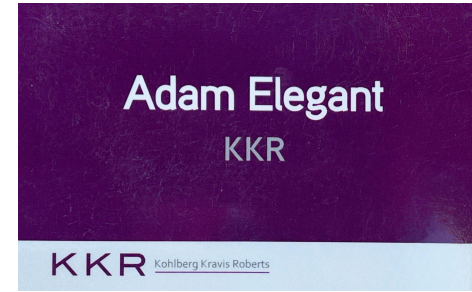
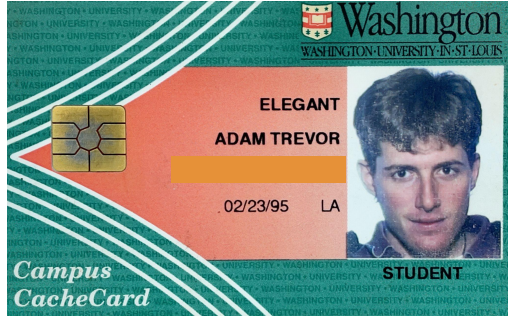
Jake (13)

Louie the dog (3)

Kentfield, CA



A quick trip down memory lane



A few folks I met and/or worked with along the way....



Ground rules

- Highly Interactive
- Comfortable Participation
- Questions
 - Ask anytime
 - Turn the question on me

Level 100

The basics

One page resume, don't lie or exaggerate
Get a good night's sleep before interviews
Dress nicely and be presentable
Be early (on-time = late)
Be courteous and polite to EVERYONE
Turn phone off well before initial greeting
Practice your intro / greeting
Mind your Zoom etiquette
Make eye contact
Prepare and ask thoughtful questions
~~Write a~~ thank you note (or email)

Level 200

Prepare and be strategic

Connect with your network!

“Collect people” and keep in touch

Be “intellectually curious” and be a sponge

Research who you are meeting

Be interesting / engaging

Formulate opinions and share them

Bring a paper, article or recommendation

Befriend the “gatekeeper” / find your guide

Make things easy for people

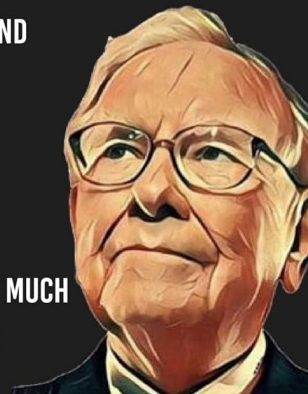
Be mindful of your social media profile

Intermission

Some wisdom from Warren Buffett

10 THINGS PEOPLE LEARN TOO LATE

1. EVERYTHING IS TEMPORARY
2. LIFE ISN'T FAIR
3. FAMILY MATTERS MORE THAN FRIENDS
4. OTHERS TREAT YOU THE WAY YOU TREAT YOURSELF
5. BENEATH ANGER THERE'S ALWAYS FEAR
6. HAPPINESS IS A CHOICE AND
REQUIRES HARD WORK
7. A LIFETIME ISN'T AS LONG
AS YOU THINK
8. THE BIGGEST RISK IS NOT
TAKING ANY RISK
9. THINGS DON'T MATTER SO MUCH
10. YOU PLAYED IT TOO SAFE



Level 300

Practical advice

Stay organized throughout the process

Turn your brain into a database, triangulate and connect the dots

Find a common interest, connect - LinkedIn

Writing is a skill - practice it

Listen! (time for a quiz)

Follow-up! (one email is not following up)

Don't disqualify yourself or overreach

Don't have your parents call....

Take rejection in stride... it's part of life

Level 400

Crafting your pitch

The job search is a sales process

Be friendly, positive, confident

Get comfortable with your words / refine phone skills / practice in front of mirror

Rehearse your “elevator pitch”

Start with “Thank you” and appreciation, not an apology

Avoid empty phrases

Find the “pain point” and run with it

Have no fear

Quantify, quantify, quantify

Actual interview questions and interactions

Your elevator pitch?

Dream Job?

Two pieces of rope

Stanford question?

Weakness?

Let's buy a watch

Persistence?

Stock pitch?

Pet Peeve?

Airport question?

Mantra or quote you live by?

Sarah Palin question?

How many months have 28 days?

Title of your autobiography?

Final thoughts

If you can't explain it simply, you don't understand it well enough. - **Albert Einstein**

If you don't know where you are going, you'll end up someplace else. — **Yogi Berra**

It's not what you don't know that gets you in trouble, it's what you think you know for certain that just ain't so - **Mark Twain**

Book recommendations, favorite quotes and additional resources are all available at <http://www.adamelegant.com>

Q&A

10 THINGS THAT REQUIRE ZERO TALENT

Being On Time
Making An Effort
Being High Energy
Having A Positive Attitude
Being Passionate
Using Good Body Language
Being Coachable
Doing A Little Extra
Being Prepared
Having A Strong Work Ethic