

## Ask a Wise Woman ...

Dear Wise Woman;

I have been invited to attend a networking session but have been cautioned that there will be people there that aren't in the same field of work as I am. So I need to have a good "exit line" ready. Any advice?



Networking Nola

Dear Nola;

The primary goal of networking should be to meet interesting people. To meet interesting people your attitude needs to be focused on how you can help them, not on what they can do for you. For sure you will meet people that will not be able to help you land your next job, but reserve your judgment. You never know who, in time, may provide you with a valuable contact. Be open to everyone you meet at the networking session. Ask questions to find out how they have succeeded. Listen carefully; you may hear some great tips for companies or people to research for your next position. Pay attention to what is important to them. Listen for common interests that you can use to link them with some of your contacts. Stay in touch with the people you meet. Send a brief email or forward an article pertinent to your discussion during the session. Remember that for every twenty people you meet the odds are that only one of them will turn into a contact or send you to one of their contacts. So, the more people you meet and talk to.... the better!

## About CERC "Your Job Search Connection"

### Hours

**Monday:** 9am – 6pm  
*(every third Monday of the month, the Port Hope office will close at 4pm for staff development. The Cobourg office will be open until 6pm)*

**Tuesday:** 9am – 5pm

**Wednesday:** 9am – 5pm

**Thursday:** 9am – 5pm

**Friday:** 9am – 4pm

### Email

[cerc@cercnorthumberland.com](mailto:cerc@cercnorthumberland.com)

### Web Site

[www.cercnorthumberland.com](http://www.cercnorthumberland.com)

### Locations

**Port Hope:** 74 Queen Street  
**(Lakeland Place)**  
Telephone: 905-885-2372  
Fax: 905-885-5706

**Cobourg:** 1005 Elgin Street  
**(Fleming Building)**  
Telephone: 905-372-9372  
Fax: 905-372-5247

**Colborne Outreach:** Every Thursday  
**2-5 p.m. Public Library,** King Street



## CERC

### Mature Women's Chronicle "Your Job Search Connection"

June 2006



### What's Inside for the Mature Woman?

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## Careers For Older Women

Having difficulty landing your next job? Have you asked yourself if there is something you could do to improve your search, and get you some interviews? Over the next three months we will address and answer ten questions relating to job search techniques that might increase your success.

**1. Are you networking?** Looking for work is a non-passive activity. You have to tell everyone you meet that you are looking for work and what you can/want to do. Set up information interviews – short meetings to find out what various companies, industries, businesses do, who they hire and whether your skills would suit.

**2. Are you limiting your search?** Are you looking beyond ads in the newspaper and internet ads? Most people get their next job through word of mouth – networking. Mix up your job search. Make it a combination of reading the want ads and internet postings, information interviews and talking to friends and acquaintances.

**3. Are you contacting employers most likely to need your skills?** Do your homework; make sure you spend your time targeting the right employer for your skills. Once you have a comprehensive list you can:

- watch for print and internet want ads from these companies to see how they advertise who they want
- set up information interviews to gather more data about the companies
- uncover people who know people in the companies you want to pursue.

## Resources

We have some new books in our resource section at CERC. This month have a look at **“The Career Game”** and **“Red Hot Jobs”** both small, easy to use books by Rick Trow Productions, Inc. The books work together as a very quick career assessment tool and it’s fun!!

## Personal Goal of the Month

Start your summer reading. Check out the books in our resource section. Ask a CERC staff to direct you to our new acquisitions.

## Quote of the Month

“I am a great believer in luck, and I find that the harder I work, the luckier I become.”  
...*Thomas Jefferson*

## CERCulation News

**JUNE at CERC** –we are launching summer and something new for our clients:

Join  
Us.....



New Workshops  
Every Wednesday in PH

Call for **Times and Topics**

## Female, Over Forty and Fit For the Workforce

### “SPRUCE UP YOUR SUMMER JOB SEARCH”

Just as May was a “Month about You” at CERC – let’s focus on putting “You” back in Job Search Mode over the summer.

Feeling good about how you look affects your whole approach to making the rounds to retail managers with your resume in hand or preparing for that interview.

Here are a few positive suggestions for **“what to wear”** and **“how to eat”** so you will look your best this summer.

- Don’t be afraid to wear white – it is flattering if you make sure the clothes fit you well.
- Dig out those bright accessories- scarves, shoes, necklaces-they dress up your white outfit and distract the eye away from what you might think are problem areas.
- Don’t shy away from ‘Going Sleeveless’ because you think your upper arms are heavy...camouflage them with a delicate chiffon scarf.

This summer we will feature easy tricks to lose those extra pounds – eat 500 calories a day less and you could lose 1 pound a week...so lets get started. A little less every day will help you face those networking parties this summer feeling and looking good!!

- Just have ½ - share a bagel and you’ll save 170 calories
- Stop at one slice of pizza and cut 300 calories