

## JOB SEARCH STRATEGIES THAT WORK

# Tapping into the Hidden Job Market: Job Search Contact Sheet

## Listing and Prioritizing Your Contacts

### Primary Contacts:

The people in your circle right now - family, friends, family of friends, friends of family, classmates, work colleagues, friends on Facebook, professors, students in clubs you belong to, etc. Start by listing the people who are most likely to know people who do what you might like to do. Place a star beside the ones you wish to start with.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

### Secondary Contacts:

These are people introduced to you by your inner circle that are more likely to be involved in the field in which you are interested. Start by listing any names you have already gathered.

11. \_\_\_\_\_
12. \_\_\_\_\_
13. \_\_\_\_\_
14. \_\_\_\_\_
15. \_\_\_\_\_
16. \_\_\_\_\_
17. \_\_\_\_\_
18. \_\_\_\_\_