





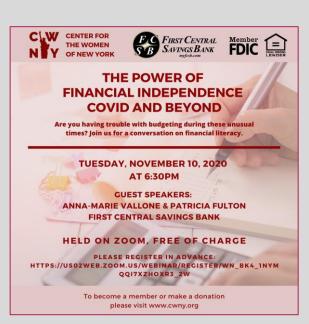




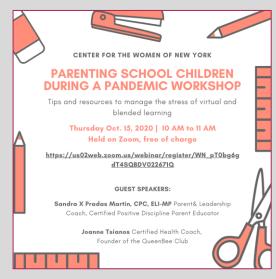
## **PROGRAMS**







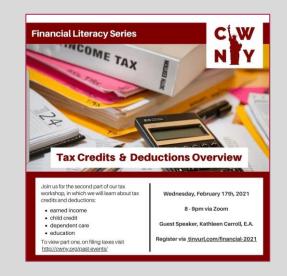






### SUPPORT SERVICES AND CLASSES













cwny.org/past-events



#### Q&A

Use the Chat Box at the bottom of your Zoom screen to ask questions.

If you dialed in, email your questions to events@cwny.org



#### REGINA BONOLO

- For over 20 years, Regina Bonolo, Thrive Advisor of her company Aspire Higher, has been assisting hundreds of executives to start-up entrepreneurs excel in their careers.
- Her dynamic workshops and professional development programs provide content rich strategies.
- Regina specializes in referral networking, lead generation, distinctive marketing and confident communication.
- Clients include Pace University, L'Oréal USA, Condé Nast Publications, Ladders, Inc. and Disney Vacation Club.



# Welcome to Networking for Career Success: Make Valuable Connections





## Regina Bonolo ~ Aspire Higher



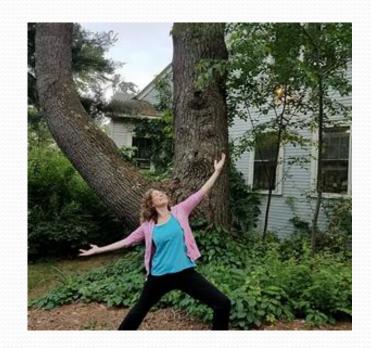








## Two Tidbits About Me



I love to dance in nature!

I rappelled down a waterfall in Maui!



## Years of Work Experience

How many years have you worked?

0 - 2 years

3 - 5 years

6 - 10 years

11 - 15 years

16 - 20 years

Over 20 years



Please Type Your Response in the Chat Box

# Poll Question #1 Where Are You Now Professionally?

- 1. Unemployed
- 2. Employed & seeking a new job
- 3. Employed & seeking a promotion with current employer
- 4. Employed & seeking a side job in a different field
- 5. Employed & looking to start a side business
- 6. Own a business and seeking to work on the side
- 7. Closing a business and seeking to work full-time





You can select more than one response.

# Poll Question #2 What Are You Considering Professionally?

- 1. A completely new career
- 2. Starting my own full-time business
- 3. More education or relevant training

Select all that apply.



## Today's Agenda



- Referral Networking
- The Hidden Job Market
- Your Online Presence
- Resourceful Connections
- Job Opportunities Worksheet

## Finding Job Referrals in Your Network

- Past Employers May Need You
- Cell Phone Contact List
- Previous Job Colleagues
- Alumni & Workshop Leaders
- House of Worship Connections
- Fellow Association Members



## Revisit Your Resume for Faster Referrals

- 1. Reflect on one satisfying job in your history.
- Where did you feel appreciated & valued?
- 3. What job title did you wear proudly?
- 4. Which work environment did you thrive in?



## Be Specific When Requesting Referrals

- Full Time, Part Time, Contract Gig (no benefits, higher hourly wage)
- 2) On-Site Location, Hybrid Telecommute
- 3) Target Industry or Vertical Market
- 4) Your Preferred Title or Position
- 5) Specific Department Names
- 6) Interviewer Titles @ Companies

### Tap Into "Hidden Job Market"

Have you ever created a



of companies or organizations, you want to work for?

Who wants to share one?

- They are NOT advertising job openings.
- √ They ask for referrals from their employees.

## Tap Into "Hidden Job Market"



Potential Action Steps

- Cross reference LinkedIn for possible referral.
- Snail mail resume in 5"x 7" colored envelope.
- Email your resume to HR Department.
- Schedule follow up date in your calendar.

### Your Online Presence

1. If you Googled your name, what appears in the search engine?



2. Do you have a strong LinkedIn profile with "Open to Work" tag on your photo?



## Your Online Presence

3. Have you considered creating a video profile of yourself with reference testimonials?



4. Are your active social media accounts all clean & pristine?

# 2022 Potential Job Opportunities

А	В	С	D	E	F	G	Н
		2022 POTEN1	TIAL JOB OPPO	RTUNITIES			
		JOB LI	STING CATEGO	DRIES			
1) Advertise	ed On Company Web	site 2) Online Jo	ob Search Porta	al 3) Refe	rral 4) On My	/ Wish List	
		RESUME	E SHARING PLA	ATFORMS			
1) Online U	pload 2) Emailed D	ocs or Video 3) Co	lorized Snail Ma	ail 4) Hande	d Resume @ J	ob Fair/Event	t
ı							
<b>COMPANY</b>	CONTACT @ CO.	TITLE APPLIED TO	EMAIL/CELL	<b>CATEGORY</b>	PLATFORM	<b>DATE SENT</b>	NEXT ACTION
Bliss Inc.	Sue Smith/HR Dir.	Manager	917.444.5555	3) Referral	2) Email	2.28.22	3.4.22 Phone call
			sue@bliss.com	<b>Sky Jones</b>			
				Thank you			
				sent 3.1.22			

## Regina Bonolo – Contact Info

https://www.aspirehigher.com/

https://www.linkedin.com/in/reginabonolo/



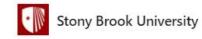
#### Regina Bonolo

Entrepreneurial Educator - Sales Trainer - Client Development Advisor - Referral Generator - AspireHigher.com

Queens, New York, United States · Contact info

500+ connections





## JOIN US



### **BECOME A MEMBER**

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# Thank you, Regina Bonolo

Aspire Higher Founder

# **CONTACT US**

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