

10270 Old Columbia Rd., Suite 100,
Columbia, MD 21046
410-381-8660 * FAX 410-381-1558
www.mdworks.com



3 Easy Ways to Register!
*Fax: 410-381-1558
* E-mail: registration@mdworks.com
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10270 Old Columbia Rd, Suite 100
Columbia, MD 21046-1854
48 Hour cancellation notice for refund.

Find a Job: Create a Successful Job Search Plan

Thursday, February 15, 2018

9:00 a.m. – 12 noon

Registration begins at 8:30 a.m.

It's a good idea to have a plan before you start searching for specific jobs for your clients. A plan should be a flexible outline of what you want to do and how you expect to do it. Implementing a thorough job search campaign requires many of the same skills that are used when conducting a successful marketing campaign. You have a product (in this case your job seeker) and you need to sell them to a prospective employer. First you determine your target audience based upon value and strengths of your job seeker and then you create a strategy to generate a response. An organized job seeker with a weekly action plan will feel more accomplished, more confident, and will likely get your client hired faster. So how do you kick off a winning marketing program guaranteed to get results?

During this interactive training you will learn:

- How to prepare for a successful job search
- How to treat an employment search as a job
- How to determine your job seekers core competencies and marketable skills
- How to identify jobs that align with your job seekers core competencies
- How to find current and future trends in the national and Maryland job markets

Tracy Wade is a coach, facilitator, business owner and staffing industry expert. He has a passion for helping individuals improve their employment outlook. His mission is to positively impact the lives of people by providing the most effective and efficient career search resources. Tracy has helped hundreds of people find their career path, while serving in leadership roles for some of the world's largest employment agencies. Tracy has partnered with many commercial and nonprofit organizations to provide workforce related workshops. Tracy is a graduate of the University of Maryland.

Name _____ Title _____

Organization _____ Email _____

Address _____ City _____ State _____ Zip _____

Phone ____/____/____ Fax ____/____/____

____ **Member @ \$60.00** (\$55.00 for each additional attendee from the same agency)
____ **Non-Member @ 90.00**

Method of payment ____ **Visa** ____ **Mastercard** ____ **Check** enclosed (payable to Maryland Works, Inc)

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Deadline for special needs is two weeks prior to program date