



Worksheet: Your value proposition and networking

A screenshot of the Job Readiness Training course list interface. The header includes the logo, "Course List", and user information. The main area displays eight course cards in a grid. Each card shows the course title, lesson count, completion status, and last activity date. The courses are: Introduction (7 lessons, 100% complete), Developing Self Awareness (4 lessons, 100% complete), The Hidden Job Market (0 lessons, 0% complete), Finding Work (0 lessons, 0% complete), Starting Work (0 lessons, 0% complete), Dealing with job loss and redundancy (0 lessons, 0% complete), How to pivot your business post-COVID (0 lessons, 0% complete), and Wellbeing for small business owners (an... (0 lessons, 0% complete).

Course Title	Lessons	Completion Status	Last Activity	Rating
Introduction	7	100% Complete	June 20, 2020	99
Developing Self Awareness	4	100% Complete	June 16, 2020	99
The Hidden Job Market	0	0% Complete	0/0 Steps	99
Finding Work	0	0% Complete	0/0 Steps	99
Starting Work	0	0% Complete		
Dealing with job loss and redundancy	0	0% Complete		
How to pivot your business post-COVID	0	0% Complete		
Wellbeing for small business owners (an...	0	0% Complete		

## Worksheet: Your value proposition and networking

### Your value proposition

1. Write a **value proposition** for the candidate **you hope to be** when you are ready to apply for your dream job.
2. Working backward from this dream value proposition in order to retain as much of its aspirational language as possible, **create a value proposition** for your **current skills** and **experience**.
3. **Practice saying your current value proposition out loud** in one sentence. It may help to start with the words 'I am a...' This is your **elevator pitch!**

### Your networks

1. **Think about five people** who you could talk to about jobs in your preferred industry (former colleagues, old bosses, parents, siblings, friends of the family, old teachers are all good people to talk to).
2. Prepare a very **short list of questions** for them about how to best identify relevant jobs that may be available in your industry. (You don't want to overwhelm them!)
3. **Approach** some of the people on your list by LinkedIn, telephone or email, asking them if they have time to give you some brief tips about how to ignite your career and identify suitable roles.
4. If you get a chance to have an online or face-to-face **coffee meeting** with some of these people, so much the better. Use the time they give you to earnestly learn from their knowledge and experience.