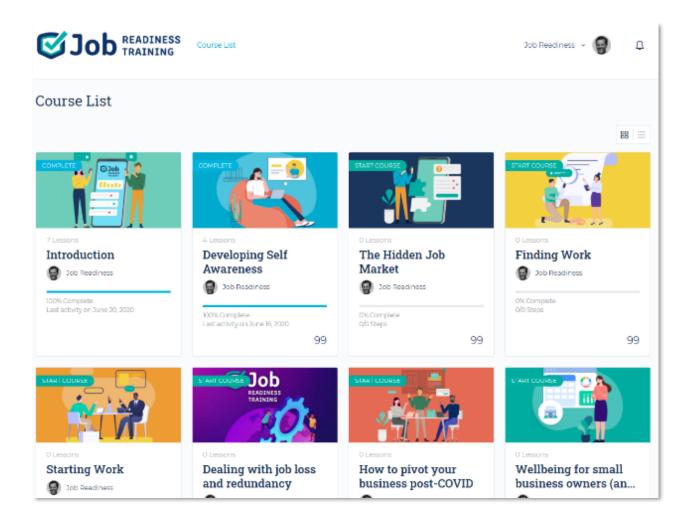
Worksheet Job Readiness Training



Worksheet: Your value proposition and networking



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## 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.