

# Hidden Job Market Networking Talk to Anyone

## 3 Minutes 3 Questions Script

### Opening

1. Tell them who you are, your title and/or brand statement.
2. Allay their silent concerns with: " I'm in job search but not going to ask you to refer me or take my resume to HR. I would like your advice/opinion."
3. Say: If you have 3 minutes I have 3 questions.

### Then Your 3 Questions

**1** What would your advice be for finding a job in XYZ field? or ask how they landed their job/promotion, etc.

Pick a question that will give you information for your job search. A question about them helps build relationships as well.

**2** Who else do you think I should talk to?

**3** How can I be of assistance to you?

### Be Prepared to Tell Them

How they would recognize a good connection for you.

How they would recognize a good job for you.

A way to describe you -- ideally your brand!

Share answers to these questions in your networking conversation with them, even if they don't ask.

The more definite you can be about what you would like from them, the easier it is for them to help you find a great job, introduce you to the right person, etc.