

Hi Dr. Flax,

It was great seeing you yesterday for my check up. My teeth feel fantastic!

During my appointment, we discussed how I was able to network by using LinkedIn.com and find several opportunities that never made it to the job ads. There are jobs out there. You just have to network into the company to get them.

I used a book by the name of ***How to Succeed in Business Using LinkedIn*** by Eric Butow and Kathleen Taylor. This book guided me through how to expand my network through connecting with recruiters, groups such as my Auburn Alumni, former employer groups and other associations. My network grew ten fold!

I made a list of companies I wanted to explore for job opportunities and then used LinkedIn to connect me with people who worked for those companies.

For example, I contacted a guy who is an Auburn Alumni that worked for one of my target companies. I asked him for a few minutes of his time to learn more about the company.

He gladly accepted. We spoke for about thirty minutes and then he offered to pass my resume on to the hiring managers. I ended up being one of the top two candidates for an open position that did not make it to the company's job ads!

When I wanted to connect with a contact that was not in my network, however, was a contact of one of my direct contacts, I asked my direct contact for an introduction to bridge the gap. No one ever turned me down!

Often you can find recruiters on LinkedIn for companies and you can contact them directly.

There are so many ways to use LinkedIn!

One thing I would like to note. If someone helps you, ask them what you can offer them back. Offering reciprocity is always appreciated!

I know you mentioned that you know a few folks that are looking for that next step career position.

Don't wait on Monster.com! I certainly recommend consulting the LinkedIn book I mentioned, getting your profile on LinkedIn and using your network to get that next job.

If anyone you know would be interested in talking with me about how to use LinkedIn, I am happy to speak with them.

I have to admit I was very surprised as to how many people were willing to help me. I certainly would be glad to pay it forward and help others.