

INTRODUCTION

As I visit with professionals in transition, I have learned that many of my clients get tunnel vision along with a blurred perspective and a distorted viewpoint of the job search landscape. Here are a few of the job search dots that you need to connect: experience, education, online job search, interviewing, networking, and salary negotiation. You will find others that are required for you to be successful.

While I will touch on the common areas, you will not find an in-depth discussion in this book. You will, however, find proven principles, illustrated concepts, and perhaps the trigger for your thought process to connect the job search dots for your specific career. Many dots go unnoticed by the average job seeker such as job stability, attitude, time management, trust, confidence, communication, rapport building, and respect.

As I visit in person or by phone with my clients, it is my goal to broaden their perspective and open their eyes to opportunities facing them in a changing economy. If this book can achieve that perhaps it too will open the door to opportunity while challenging qualified candidates to broaden their skills and stretch their capabilities.

These opinions are based upon my experience and the experiences of my clients. For many years, there has been conflicting information spewing from the career communication pipeline.

Most of this information is valid from the perception of the specific career expert. There are numerous lenses to examine job search and its many nuances.

As you read these short chapters and my observations of the job-search landscape, please realize that opinions are like the nose—everyone has one. If you find it challenging to distinguish between a job and a career, you will see that I add to the confusion by using finding a job and establishing a career interchangeably. But finding any job to pay the bills is not the same as establishing a career path and developing skills. If you want any job, go to any retailer, fast food restaurant, medical facility, or other organization known for less-than-lengthy employee retention and you can get a job. You may even find a career path in such an organization. This book is designed to help you distinguish between just a job to pay the bills and a career opportunity. Frequently, the job that just pays the bills turns into the one that offers promotion and challenge. Perhaps you will find your life's calling after sharing a few minutes of your time reading *Capturing Success - Connecting the Job Search Dots* and pondering your next career move.

Thank you for sharing your time. May you find it challenging and thought provoking as you explore new career horizons.

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