

# Job Searching in the Time of Covid \*



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PMI-LA

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\* with apologies to Gabriel Garcia Marquez

# Why listen to me?



# WHO AM I ???

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- **Carole Schlocker, Queen of iSpace**
  - **Years of experience placing thousands of people in full time, contract and contract to hire in all industry Information Technology departments**
  - **Experience in candidate & client driven markets and surviving recessions**
  - **Currently placing contractors and full time candidates during the pandemic**
  - **Active in the IT community-Speaker Chair for SoTeC conference, Board Member of StemAdvantage.org, Board member and Program Chair of AITP, UCLA IS Associates and PMI member**

# Covid-19 is a Game Changer

We have never had anything at all like it.

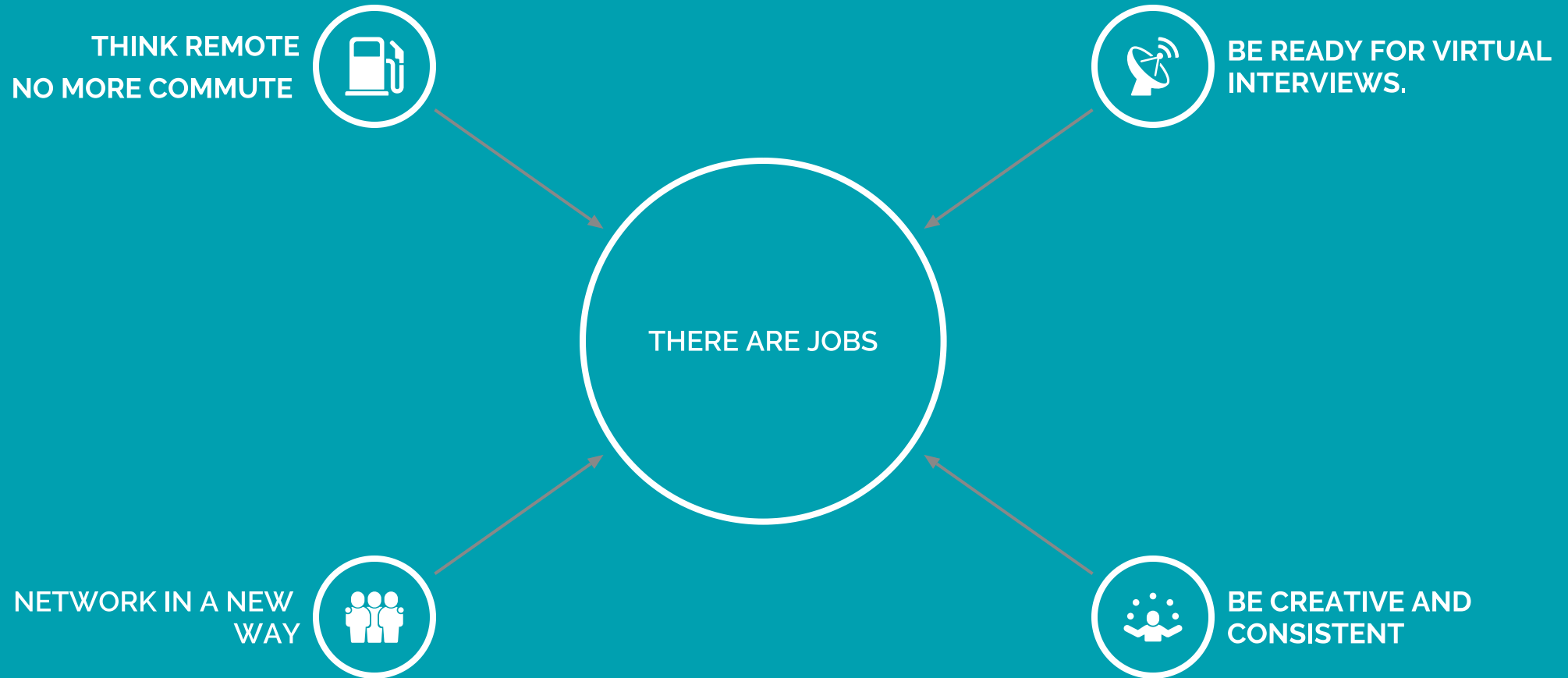
It changes all of the Ground Rules and  
Assumptions

Lots to cover--Let's get going



# LET'S TALK CHANGES

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# Applying for Positions

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## Think Big and Be Open to All Options

- Apply everywhere-it's all remote
- Be open to contract, full time and contract to
- Be open on salary and rate-no cost of gas or commute time involved
- Be open to options. Don't say NO-Listen!
- Be nice to recruiters!!! We advocate for you.
- Track where you apply & avoid double submittal
- Work from anywhere and salary:  
<https://tinyurl.com/y5uezlma>

# Interviews

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## Get Ready For Your Closeup

- Be prepared for all virtual platforms-there are many and some have odd interfaces
- Check for lighting & full face and head visual
- Check your background-clean/uncluttered.
- Test out your platform with a friend
- Dress for the interview--not too casual
- Be in a place with no distractions. Doors/windows closed and your cell phone turned off. Sit up straight and smile
- Look at the camera-not your image on the PC

# The New Networking

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## Make New Friends and Keep the Old

- Attend Zoom meetings esp. the networking
- Have a brief intro when you meet new people
- Schedule “virtual water cooler talks”. Invite 2-3 people. Have them invite other new people
- Reach out to your alumni associations
- Attend local Chamber of Commerce meetings
- Post articles on LinkedIn. Comment on posts
- Volunteer for a non-profit. Grow your network
- Let your family/friends/ former colleagues know that you are “available”



# Be Creative and Consistent

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## Use Your Ingenuity and Stay Focused

- Have a schedule and stick to it
- Exercise- keeps you in good mental health. Sierra Club and neighborhood walks will expand your network
- Listen to/Read motivational podcasts and books They keep you in a “good place”
- Volunteering is a great way to network, fill your schedule and a great talking point for interviews. Nothing political!
- Try new ideas-what is the worst that can happen?

# BE PREPARED

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Be able to articulate your experience

I often hear clients say about candidates after interviews “They could not tell me about their projects. They could not explain things”

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Create a word document with your elevator pitch and answers to commonly asked questions and practice it.

Do more than just a 3 minute elevator pitch. Write out solid answers for many questions and practice saying them

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Stay motivated. Listen or read motivational books and podcasts. Try Tony Robbins and Brian Tracey

Go to the library and pick up books or download books/podcasts from Hoopla, Amazon Prime and other free sites. You don't have to read/listen to the entire book or podcast but 15-20 minutes per day will help to keep you in a good frame of mind.

# REMEMBER

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Be open and flexible and listen



Network and be prepared for  
the interview



Stay focused and consistent

# Q and A

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## Thank you and Q and A

- I hope that I have provided some valuable info and have made you think about how you move forward with your job search during the pandemic and afterwards.
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