

## 5 Unusual Job Search Strategies That Work

Out of the box thinking can speed up your job search and help you land a position quickly. Most job seekers get into the cycle of: go online, check job postings, apply, wait, and repeat. You can do this for months with barely any response. Here are five unusual job search strategies to help you get out of this rut, connect you with decision makers, and start you on a proactive job search.

1. **Cold Calling Telemarketing** is the most effective sales technique to date, but it's not just for product sales; cold calling can also be applied to your job seeking. Talking on the phone with decision makers can get you leaps and bounds ahead of other candidates because you are creating a personal connection. Emotion is conveyed and you become a real person, not just another resume in a stack of hundreds. It's a numbers game. If you call and talk to 50 people each day, you will have a job in no time.
2. **Attend Industry Seminars And Conferences** When you are trying to break into an industry or career, networking with the right people is a challenge, though it is actually the most common job search strategy used to find a job. The easiest way to gain access to a group of your aspiring peers is to meet them in an industry setting. This has two huge benefits. First, you know that the people you are going to meet with are relevant to your career. Second, by meeting these professionals in their environment, they already see you as a peer, as opposed to an outsider trying to break in. Most events have guest or student passes that are free.
3. **Directly E-Mail** Every decision maker uses his or her e-mail daily, so where better to contact them to be sure your resume is considered? Be respectful and e-mail them with a personalized letter for the best odds of getting a response. In order to find e-mail addresses that you can send e-mails to (and phone numbers to cold call), some job assistance services can provide you with e-mail addresses for hundreds in your industry.
4. **Participate In A Sport Popular In Your Industry** For example, biking in Silicon Valley is very popular amongst the tech industry. If you go to biking events and join riding club, you are bound to socialize with industry insiders. It's all about making that personal connection. People hire candidates they know and like.
5. **Find A Mentor** Some people recommend finding a mentor first, and then looking for a job. A good mentor will allow you to utilize their reputation and network during your job search. The best way to find a mentor is to picture your ideal self in 20 years, both personally and professionally, and reach out to the person that is closest to where you want to be. Most people are receptive to being a mentor if you are sincere about your desire to learn from them. Don't be afraid to reach out with e-mails and cold calls if needed. Anyone can sit behind a computer and apply to every position they see online, but it doesn't always get the best results. So get out there, make connections, find some hidden jobs, and make it happen!