

Ken Tudhope (9/4/2014)

- Even if you are highly qualified, capable, you might not get the job
- Sometimes getting the job comes from knowing somebody who knows somebody

- Ken Tudhope interviews a 5.0 student, athlete, ASB President
- His Resume is a list of accomplishment (scholarship, award)
- Companies only care about what are you are going to for them now
- You have to prove what you can do for them in this job, this role

- Grades don't matter anymore
- The one who makes friend with the partner or manager gets the "A"
- Thinking about relationship, thinking about networking
- Networking is not an event. Networking is a lifestyle

- 30 second commercial
- people spend too much time figuring out what you are going to say
- people don't spend enough time listening what others are saying
- If you listen to people, they will talk about their kids
- You should listen all the time to hear something that can help you look for a job

- FEI is a networking group of CFOs and leaders
- CFO got fired and asked Ken for help, but she only had a network of only herself
- If you allow your boss to be your only network, you will be in trouble
- If all you do is work and don't network, you will be out of a job sooner and later.
- Toastmasters is an organization that will help develop you though public speaking
- You have to be able to think on your feet
- For people who English is a second language
- It's a safe place to learn
- Toastmaster is a great opportunity to develop yourself for the least amount of money

- If you get involved and give back, they give back to you.
- Networking is not all about money
- You build a network, the gifts come to you in ways you couldn't imagine.

- If you want to build a network, you want to be in a place where you can fit in.
- It's hard to build a relationship where you can fit in

- You got to stay in touch with people.
- If you don't the time to stay in contact, they will never be there for you, there will never be available for you
- If you don't stay in touch, it will be harder for you later.
- The key to networking is to give first, give often, and expect nothing.
- Most of it is remembering and acknowledging and thinking about them.
- If you can benefit their wealth, health, and children.
- You can always find a way to give somebody and connect with them.

- 38% of people got their job though somebody they worked with in the past
- People you worked with in the past can be a source of an opportunity later
- 22% of people got hired through a recruiter

- People who make decisions about promotions are hiring tend to be over the age of 40
- Ken writes 2000 birthday cards per year

- Start writing birthday cards (optional put in Starbucks cards)
- They are inexpensive
- Simply ask people for their birthday (month/day)
- Ken says holiday card twice a year (Thanksgiving / Fourth of July)

- Doing community service can get you access to partners and managers.
- Build the relationship before you need the relationship

- When you start success is what you know
- It evolves to who you know
- Then it became who knows you.