



Jim Lauckner
Job Seeker Coaching Point
July 2020



www.hireonecc.com

AGENDA

Companies are still hiring

Be prepared – company, people, virtual tech, preferred styles

How not to rely on a resume

The ask – for help, for a meeting, for the referral, for the offer

The follow up and offer to help

Thank you

Communication



www.hireonecc.com

Be prepared – company, people,
virtual tech, preferred styles



www.hireoneecc.com

- How not to rely on a resume
- 80% of offers are given to people who were referred into the company
- Build solid two way relationships
- Give before asking



Build two way relationships
WIFM should be WIFT



The ask – for help, for a meeting, for the referral, for the offer



www.hireonecc.com

The follow up and offer to help



www.hireonecc.com

Written Thank You



Communications – should be their preferred method



Questions and Answers will be at the end
of the final speaker



Jim Lauckner

jlauckner@ccedcpa.com

610-321-8231