

## 10 Tips for Finding Fulfilling Work in a Recessionary Economy by Neal Griebing, Future Design Studio

If you're out of work or are looking to begin a new career that gives you fulfillment, it's time to go about your job searching in a whole new way. Clear your mind of nearly every method you thought you were supposed to use to find a job and open yourself up to a proven, albeit unconventional, approach that draws upon both Western and Eastern traditions.



When most people are looking for a new job, they treat it as if they're hunting for game – sending out hundreds of resumes with no personal interaction with the decision-maker who will make the hiring decision. This approach rarely works. What they need to do is “farm” relationships with the people who can open doors and introduce them to decision-makers who can hire them.

For those who are either out of work, or are looking for a more fulfilling career, the following are “10 Tips for Finding Fulfilling Work in a Recessionary Economy.” Do some serious soul searching; take the time to commit these tips to paper and work through them to open a world of possibilities.

1. What would your life and career look like if you knew you could not fail?
2. Identify your seven core skill sets.
3. Describe your preferred work environment (corporation, nonprofit, association; organization culture; management style).
4. Write your ideal job description (type of job or job niche, responsibilities, challenges, contributions you want to make, etc.).
5. Complete an honest survey of your fears (What is holding you back? How will you deal with your doubts and anxieties? Do you need to touch base with clergy or a counselor?).
6. Create your personal career network database (update all contact information; create discrete components, such as support, resource/technical, potential referral sources, accountability partners).
7. Use the power of social media networking to expand your database.
8. Consider consulting with a career mentor or coach.
9. Utilize email, postcards, phone calls and personal meetings to educate your network about what you are looking for. Ask them for their help! Contact them frequently.
10. Create an action-based plan and then WORK YOUR PLAN; commit this plan to paper and stick to it!

After you've answered these questions, you'll have the tools to write a formal description of the job of your dreams. The next step is to get in front of decision makers who can hire you. And here's how...

- **Word of mouth-referral networking:** Compile a list of everyone you know. Let them know you are looking for the "job of your dreams" and ask them if they know anyone who can help you achieve this. You might be surprised at how willing your contacts are to help you. Remember your unconventional resources too...your dentist, your Aunt Mildred. Not everyone on your list will be a "business" contact. Create and grow your personal prospecting and marketing team. Ask them to introduce you to decision-makers for an informational interview.
- **Informational interviewing:** Once your marketing team has connected you with decision makers, ask them if they would mind speaking with you for a short informational interview. Emphasize that you are looking for information. Do your research about the organization beforehand. Then take that opportunity to ask the decision maker about the challenges and needs within that organization.
- **Write a winning proposal:** Following your meeting, write a proposal for the decision maker that helps them solve a problem or problems within the organization. Convince them that you are the right person to meet their needs.

Following this step, decision makers can't help but remember your winning proposal, passion and determination. Your dream job will soon follow!

### **About the author: Neal Griebing**

*Neal Griebing, founder of Future Design Studio and Pittsburgh Career Coach, is a life and career coach and chaplain who utilizes both meditative and psychological quotients to help people deconstruct the belief systems that are not working for them. Offering organic and holistic approaches to individuals seeking fulfillment and meaning in their lives, Griebing draws from both Western and Eastern traditions to help his clients. These teachings and philosophies played a major part in the development of Griebing's counseling and coaching model. Griebing works with clients all across the country and combines personalized coaching sessions with in-depth assignments to help people find work/life fulfillment. For more information or to sign up for a series of counseling sessions with Griebing, please visit [www.futuredesignstudio.com](http://www.futuredesignstudio.com) or [www.pittsburghcareercoach.com](http://www.pittsburghcareercoach.com).*