

Workshop Invitation

The Schulich School of Business in partnership with NEXCareer will be hosting a presentation by Tim Cork, President of NEXCareer, addressing the topic of **“Networking”** and **“Job Market Research”**.

NEXCareer is a leading Canadian provider of Career Management Services. With national service across Canada and a successful track record of supporting hundreds of clients, we have enabled individuals to go beyond their expectations, to break new ground and design a life and career that they love.

Tim's career spans twenty years in the hi-tech, commercial real estate and communications industries. He has held progressively senior positions in General Manager and Vice President roles nationally and internationally with Xerox, Regus and TCS Telecom. He has extensive expertise in major sales initiatives, strategic alliances, people, and change issues. He is a sought after speaker and has been published in numerous magazines & papers. On March 2, 2005, Tim was featured in the Globe & Mail in an article titled “Rules to win the networking game”.

Networking Workshop

Networking is a critically important element to successful job searching. Most employment opportunities are never advertised. The 'unadvertised' market has been estimated at four times the size of the 'advertised' market, reinforcing the idea that most jobs are filled from personal networks. In fact, statistics show that greater than 67% of people obtain their next position through networking.

With this in mind, it is important to learn how to identify, build and maintain a professional network.

Key learning in this workshop includes:

- Understanding networking & practicing every day
- Defining the scope of your professional network
- Planning and prioritizing your networking actions
- Learning effective networking communication techniques
- Finding & Flying with the eagles



Job Market Research Workshop/Online Office

NEXCareer offers cutting edge technology and research tools to support you in your job search. This workshop will educate you on how to use this proprietary tool, The Online Office and conduct effect job market research. Think of the Online Office as your “electronic locker”, accessible to you anytime, anywhere from a web enabled computer.

Use NEXCareer's proprietary tool to build your resume, create your search strategy, research and track important information. Learn the advanced queries designed with you in mind.

Use the Online Office to:

- Leverage the resources available to achieve your goals and realize a successful job search.
- Access Tier 1 companies and obtain key contacts at those organizations.
- Customize research based on industry of choice and save your favourites
- Reduce time spent researching on the internet by providing a one-stop portal for all your job search needs.

ACCESS TO THIS TOOL IS AVAILABLE ONLY TO THOSE WHO ATTEND THE EVENT