

Make Connections Count

Statistics show that more than 70 percent of jobs are found through networking, says Fisher. "But I'll bet it's as high as 85 percent. It's that people connection that makes the difference."

Network during the holidays. According to the U.S. Department of Labor, December, January and February are the three best hiring months of the year. "Holiday networking can pay off in the new year," says Katharine Hansen, author of *A Foot in the Door: Networking Your Way Into the Hidden Job Market!* "You'll have less competition since most people put off looking for a new job until January."

Find someone to walk your résumé in the door. "One of the key trends today is to find an employee to walk your résumé into the hiring manager's office," says Joyce Lain Kennedy, author of *Job Interviews for Dummies*. "If you can come in on the coattails of someone else, you're much better off." Ask around to see if anybody has a good contact you could call. Lunch, anyone?

Get a pro on your side. Ideally, a mentor will guide and

HOW LUCKY WAS THIS?!

Little did Nancy Goldman, 42, of Brooklyn, New York, know that a visit to a retreat center would lead to a dream job. "I met a producer from Montel Williams' production company as I walked down a hall," she says. "Turns out we belonged to the same gym, too."

She followed up with a letter and résumé and landed a job as a production coordinator for a live pay-per-view special Montel was doing. Today she's vice president of development for his production company and executive director of his foundation for multiple sclerosis. "It was supposed to be a six-week job, and it's been over six years."



Nancy Goldman

nurture your career. "Often he or she is in the position you'd like to be in and has the clout and connections to guide you to a similar position," says Hansen. To find a mentor, identify someone you admire and trust, tell her what your goals are and what you hope to achieve, and ask for advice. If it clicks, you can call on her for feedback, suggestions and contacts.