



Job Search Memoranda

JSM Career Coaching's Newsletter

April 2010

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What's Happening with JSM Career Coaching

What a whirlwind of activity the past month has been! I am now authorized to offer DISC Behavior Analysis Assessment materials (more on that below), and am eagerly ramping up my knowledge and expertise in this program. I have been amazed by how well this particular assessment program works, and how useful it is when developing your own career path!

Career coaching is completely fascinating. Each individual is unique in their needs and desires; each question you pose is a new puzzle to figure out together. My days are never the same. I thank each and every one of you for making my job so interesting!

May Teleseminar – Create a Job Search Strategy

Do you think applying for jobs is like spitting in the wind and hoping something sticks? Read articles discussing "job search *strategy*" and wonder, "What in the world are they talking about?"

It's time to stop sitting back and waiting for a job to come to you, and instead proactively pursue new opportunities. Join us as we discuss the difference between a passive job search plan and a proactive job search campaign. Studies show this approach can get you from your couch to your new office in less time.

As always, there is a special deal offered to all participants!

Date: Thursday, May 6th, 2010

Time: 3:00pm ET

Duration: 1 hour

Cost: **FREE**

Deals: You Need to Join Us to Find Out!

Register Here: <http://www.jsmcareercoaching.com/tele-seminar.html>

Referrals are the heart of my business. Please feel free to pass this information along. This teleseminar is open to all job seekers!



Julie Mendez, CJSS

Get Out and Network!

Look here in Every Upcoming Newsletter for New Networking Tips and Ideas!

New England & MidAtlantic Groups

<http://www.rileyguide.com/support.html>
#nema

Southern Support Groups

<http://www.rileyguide.com/support.html>
#south

West & West Coast Support Groups

<http://www.rileyguide.com/support.html>
#mount

Do you have more ideas? Pass them along and I'll share them in future newsletters!

Find Me On the Web!

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LinkedIn Jobseekers Group

http://www.linkedin.com/groups?gid=2464873&trk=hb_side_g

Twitter

<http://twitter.com/JulieMendez>

Facebook

<http://www.facebook.com/home.php?#/pages/JSM-Career-Coaching/188220880293?ref=sgm>

New – DISC Behavioral Assessments Available

What is DISC? DISC is the universal language of observable human behavior. Scientific research has proven that people, in terms of “how they act” universally, have similar characteristics. By learning these characteristics, we can increase communication and therefore, increase our understanding of each other.

DISC is not a measurement of human intelligence, an indicator of a person’s values, a measurement of skills and experience, or a measurement of education and training. DISC is none of these and yet has an inescapable bearing on all of the above.

DISC is the language of *how* we act, or our behavior. A person’s behavior is a necessary and integral part of who they are. In other words, much of our behavior comes from “nature” (inherent) and much comes from “nurture” (our upbringing). The DISC model merely analyzes behavioral style; that is, a person’s manner of doing things.

DISC is not a personality test. Personality extends far beyond the scope of the DISC instrumentation. The DISC model measures *how* we act. That is why it is called a “Behavior Analysis Instrument.”

Why use DISC? It is very important that you understand yourself in relation to your job, your family and your daily living environment. **But for a jobseeker, it is important that you know how to incorporate those understandings into your résumé and marketing documents, your interviewing style, and your daily work environment.** By identifying your unique traits, you will learn to appreciate the style that is yours and yours alone.

There are several versions of assessments available so that you can choose the one best for you. Don’t you want to learn how to improve your interviewing skills and performance? Knowing who you are, why you should be hired and being able to effectively communicate this are essential in making your search process easier and more successful.

Available Assessments

- **Career Planning Insights Version** - Identifies specific talents and behaviors you as the employee bring to the job. Success and job satisfaction come easier the closer the job matches the natural behavior style. This profile / report offers a system to capitalize on your talents and your potential and continuing value to the organization, including specific job titles most appropriate for the your behavioral style. (***)*This report is fabulous for job seekers and those in career transition!*(***)
- **Interviewing Insights Version – General** - Enables you to prepare for the interviewing process by displaying your general characteristics, ideal work environment, value to the organization, and interview questions.
- **Interviewing Insights – Sales** - Specifically designed for the sales professional.
- **Executive Version** - Helps you attain a greater knowledge of yourself as well as others so you may interact most effectively.
- **Management-Staff Version** - You are unique and should be managed, coached and supported in a way that capitalizes on your uniqueness in the work environment.
- **Sales Version** – You’re a sales professional? Get a broad understanding of your natural sale style and how to adapt that style to give the customer what they want.
- **Time Plus Version** - Identifies time wasters that impact individual productivity, possible causes, and offers possible solutions for correcting or eliminating specific time wasters. It allows you the opportunity to develop a powerful new approach to organizing and managing your time.

April Special Offer!

Contact me in April to get your own DISC Behavioral Assessment and get 10% off! This package includes the assessment exam (done online) and a one hour session afterwards to review and discuss the results. This deal is only available in April!

Coming Up Next Month

I have just one month left before I begin my Career Coach certification and I am trying to prepare by dealing with all sorts of administrative mumbo-jumbo before the intensive classes begin. I really hope to fit in my Interview Coach Certification as well, but I'm not sure that there are enough hours in my day!

Also coming up in the future is our family's impending move back to the US at the end of the summer. In my spare time, I'm sorting, purging, and preparing for yard sales, in addition to house hunting on the Internet. We are so looking forward to spending some time in "the land of the free, and the home of the brave!"

Julie Smith Mendez, CJSS

*To remove your name from our mailing list, please let me know!
Questions or comments? E-mail me at JulieMendez@jsmcareercoaching.com.*