



Execution Phase

“How do I get myself in front of the person who can offer me the job that I want?”

5 – 4 – 3 – 2 – 1 Rule

- 5 – Applications per week
- 4 – Connecting events
- 3 – Personal contact meetings
- 2 – Personal activities (golf, exercise)
- 1 – Interview - phone or in-person