

with a winning web presence

# Social Network FACTS

Password

#### **Facebook**

- •Facebook has more than 1.39 billion active daily users
- •Users spend over 40 minutes per day on Facebook

#### LinkedIn

- •Has more than 332 million members
- Assists in connecting to a broader network of professionals

#### **Twitter**

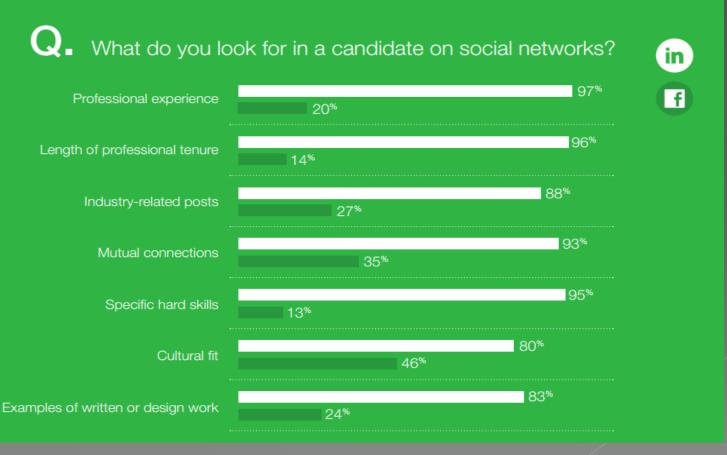
- Has more than 288 million monthly users
- English (US) Español Português (Brasil) Français (France) Deutsch Italiano العربية हिन्दी 中文(简体) 日本語 अ
  - An average of 500 million tweets are written per day

"Social media is about giving valuable, insightful, smart, or interesting information to readers who are not just your friends but also potential employers"

-Rachel Daniel, President of Synergy Marketing Strategy and Research Inc.

# Employers Speak...

93% of recruiters will review a candidate's social profile before making a hiring decision.



Jobvite Survey: 2014

# More Employer Speak....

55% of recruiters have reconsidered a candidate based on their social profile, with

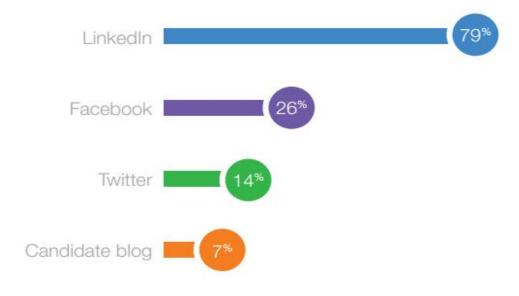
61% of those reconsiderations being negative.

	POSITIVE	NEUTRAL	NEGATIVE
Profanity	5%	22%	63%
Spelling/grammar	3%	24%	66%
Illegal drug references	2%	7%	83%
Sexual posts	1%	17%	70%
Volunteering/donations to charity	65%	25%	2%
Political affiliation	2%	69%	17%
Alcohol	2%	43%	44%
Guns	2%	32%	51%

# Jobvite 2014 Survey

73% of recruiters have hired a candidate through social media.

Which of the following networks have you hired through?



# Social Media Platform Usage

Which of the following tactics do you use for recruiting on social networks?



Jobvite: 2014

### Recruits are Listening. Jobvite 2014.



of job seekers have modified their privacy settings and recruiters are looking.



OF RECRUITERS ARE LIKELY TO LOOK AT A CANDIDATE'S SOCIAL PROFILE.



HAVE RECONSIDERED A CANDIDATE
BASED ON CONTENT VIEWED IN A
SOCIAL PROFILE, LEADING TO BOTH
POSITIVE AND NEGATIVE RE-ASSESSMENTS

Job seekers are as likely to delete their account completely as they are to remove specific content from their profiles.

PERCENTAGE OF JOB SEEKERS FOR WHOM THE FOLLOWING APPLIES TO A RECENT JOB SEARCH:



HAVE MODIFIED THEIR SOCIAL MEDIA PRESENCE IN SOME WAY



HAVE DELETED SPECIFIC CONTENT

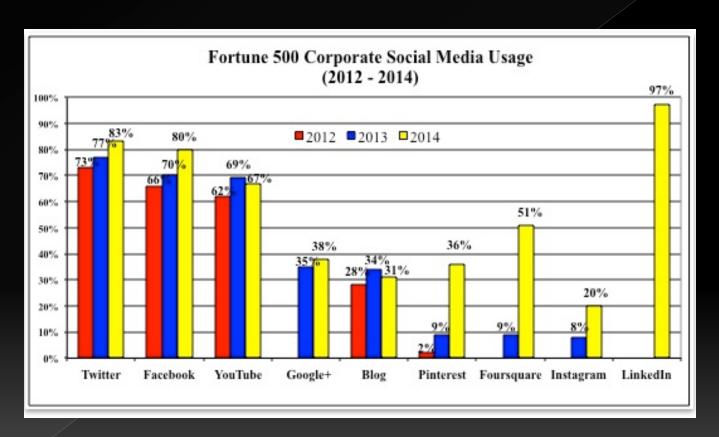


HAVE DELETED THEIR ACCOUNT



HAVE UNTAGGED
THEMSELVES FROM PICTURES

### Fortune 500 active on Social Media



- UMass Dartmouth

# True Scenario

- Van Allen runs a company that recruits job candidates for hospitals and clinics across the country.
- •With physicians in short supply, he was happy to come across the resume of a well-qualified young female psychiatrist.
- As part of a due diligence check, Allen looked her up on Facebook.
- •He found information that made him think twice: "Pictures of her taking off her shirt at parties not just on one occasion, but on multiple occasions."
- Concerned about the pictures, he called the candidate and asked for an explanation.
- She didn't get the job.

# FACEBOO

facebook



Search:

Q

Home

**Profile** 

Account \*



#### **Wall**















#### About

I'm trying to make the world a more open place by helping people connect an...

More

#### Mark Zuckerberg



Public Figure











#### Wall



#### Mark Zuckerberg

Check out some of the first grants made from Startup: Education.

#### 5 NJ Schools Get Grants From \$100M Facebook Gift

abcnews.go.com

5 NJ Schools Get Grants From \$100M Facebook Gift

¶ 19 hours ago · Share

7,872 people like this.



#### Mark Zuckerberg

Had a lot of fun on Saturday Night Live tonight! You can check out the clip here: http://www.nbc.com/saturday-night-live/video/jesse-eisenberg -monologue/1279517/

January 30 at 12:50am via iPhone

🖒 20,981 people like this.

#### You and Mark Zuckerberg





#### **Previous Status Updates**



Jared Davis I TOOK A PAGE OUT OF MY POEM BOOK AND THIS IS WHAT CAME ABOUT: I took a look

at ...See More

□ 1 6/5



Jared Davis Just got done havin a great convo with my Dean, I will say this to the day I die...See More

**□**3 **6**2

#### **Sponsored**

Create an Ad

#### From Addict To Saved

christianonlineeducation.com



Become a Christian Substance Abuse Counselor and help people make the change. Request info here.

## Have you Read the Fine Print?

1. You shall You control the loss of the Privacy page"

the Privacy page"

You positive Content (as defined in the Facebook Terms of Use) on the Site at your own risk. Although we allow you to set I nered of each each of the Cannot and a grant and a grant which whom you may choose to share your pages and informate under the actions of other Users with whom you may choose to share your pages and informate under the content of the content of the content of the site. You understand and a nowledge that, even after removal, copies of User Content may remain One The Site will rolls be viewed by intent.

Unauthorized persons

When you use Facebook, certain information you post or share with third parties (e.g., a friend or someone in your netwook eeper in information, may be shared with other users in accordance with the privacy sections you select. All such sharing of information, may be shared with other users in accordance with the privacy sections you select. All such sharing of information, may be shared with other users in accordance with the privacy sections you select. All such sharing of information, may be shared with other users in accordance with the privacy sections you select. All such sharing of information, may be shared with other users in accordance with the privacy sections you select. All such sharing of information, may be shared with other users in accordance with the privacy sections you select. All such sharing of information, may be shared with other users in accordance with the privacy sections you select. All such sharing of information, may be shared with other users in accordance with the privacy sections you select. All such sharing of information, may be shared with other users in accordance with the privacy section is you select. All such sharing of information, may be shared with other users in accordance with the privacy section is you select. All such sharing of information, may be shared with other users in accordance with the privacy section is you select. All such sharing of information, may be shared with other users in accordance with the privacy section is you select. All such sharing of information, may be shared with other users in accordance with the privacy section is you select. All such sharing of information, may be shared with other users in accordance with the privacy section is you select. All such sharing of information in accordance with the privacy section is you select. All such sharing of information in accordance with the privacy section in accordance with the p

PHOTOS

Is your reputation at stake?





### Photo/Video Tips....

 Privacy, Privacy, Privacy! - control who can tag and see photos/albums/videos.

•<u>Think Grandma Mode before upload</u> before posting a profile picture or album, consider what your grandmother would think of the photos/videos?

•<u>Think Beyond College</u> - College is fun but before you pose for a picture and decide to post it, think of the damage it could do to your future job/Internship search.



### Would you hire this person?

#### Personal Information

Activities: playing beer pong, working out, riding horses, making fun of my sister

for being a geek, teaching my mother how to do the booty dance,

going to bonfires,

Favorite Music: Bone thugs, LiL Jon, Bob Dylan, Bob Marley, Garth Brooks, George

Strait, Justin Timberlake, Britney Spears, Kenny Chesney, Nickleback,

Mudvayne, Korn

Favorite TV Shows: Family Guy, American Dad, South Park, UFC, anything on the disney

channel yea thats right disney channel is the shit!! I did like Undressed

but MTV took that shit off!

Favorite Movies: I like all types of movies.

Favorite Books: haha I don't know how to read but some how made it to the college

level HELL YEA!

## Would you hire this person?

June 9 at 10:57pm · 👪

I love pissing ppl off and getting under their skin....be valid and have actual facts talking to me please other wise imma have u mad and on ur ass pissed....Imao guess I ruined ur night huh while I'm stilling here chillin with my glass of wine Imao!!!!! Hahahaha 👸 👸

Like · Comment · Share

### **POWERFUL Profile**

Done	anal	Tend	forma	tion
Perso	omaii		orma	поп

Activities: Boating; skiing; working out; home renovations; teaching dance

classes; hiking with our dog

#### Contact Information

Email:

#### Education and Work

Grad Schools: Case Western Reserve University '11

MBA, Org Behavior and Leadership

Kent State University '04

M.Ed., Higher Ed. and Student Personnel

College: Kent State '02

Communications

High School: Perry High School '98

Employer: Case Western Reserve University

Position: Associate Director, Educational Enhancement Programs and Director,

New Student and Parent Programs

Time Period: April 2004 - Present

Location: Cleveland, OH

#### Groups

Member of: CWRU Habitat for Humanity, Vote Kim and Alex (Team

LiveCLEVELAND) on Got\*City GAME!, PHS Alumni (Lake County, Ohio), Case Western Reserve University Class of 2013., Remembering Missy Dudich, Parents/Family of CWRU Class of 2013, Kent State Chi Omega

Alumni

## Profile Tips...

- Accept privacy settings as your frienddetermine who can and who can't see your Facebook profile and Tweets
- •See the bigger picture-when setting up your profile and tweeting, keep in mind potential employers/references that may make their way to your page
- •First impressions are everything-does your profile represent you well?
  - -Wall posts from Friends?
  - -Applications & Quizzes?
  - -Profile Pictures?
  - -Damaging Tweets
  - -Sharing links on Facebook & Twitter



### Friend Tips...

•Who is this? - try to be as selective as possible regarding who you accept as a friend

•<u>Utilize the lists</u> - via settings, you can organize your friends into lists that can control who sees what

• "So & so posted a comment on your wall" - Monitor your friend's wall posts and picture comments, including tagged pictures



# **Powerful Impression Tips**

- •Keep your future career goals in mind
- Periodically update your security settings
- Join professional organizations
- Display well-roundedness
- •Embed content you've created videos, photos etc... <a href="http://embed.ly/providers">http://embed.ly/providers</a>
- Get involved in advocacy projects
- Become a friend/fan of employer prospects



# Twitter



Search

The best way to discover what's new in your world.

See who's here













Top Tweets View all >

owrie Omegle trending topics Seabrook Peyton Hillis Ferrero Harrison Barnes Blink Coachella Arezzo.



google We're investing in the largest, most technologically advanced wind farm in the world: http://goo.ql/D8UbO

42 minutes ago · · retweet · favorite



henrylau89 thanks everyone! lol take care n goodnight!!!!! HAPPY BIRTHDAY MR.MIMI!

21 minutes ago \* \* retweet \* favorite



CSLewisDaily If they are wrong they need your prayers all the more & if they are your enemies, you are under orders to pray for them 16 minutes ago \* \* retweet \* favorite



Orlando\_Magic For the third straight season, the Magic's @DwightHoward has been named @KIA Defensive Player of the Year: Have an account? Sign in 🕞

#### New to Twitter?

Easy, free, and instant updates. Get access to the information that interests you most.

Sign Up →

#### Discover Twitter

Find out how some of your favorite people use Twitter.

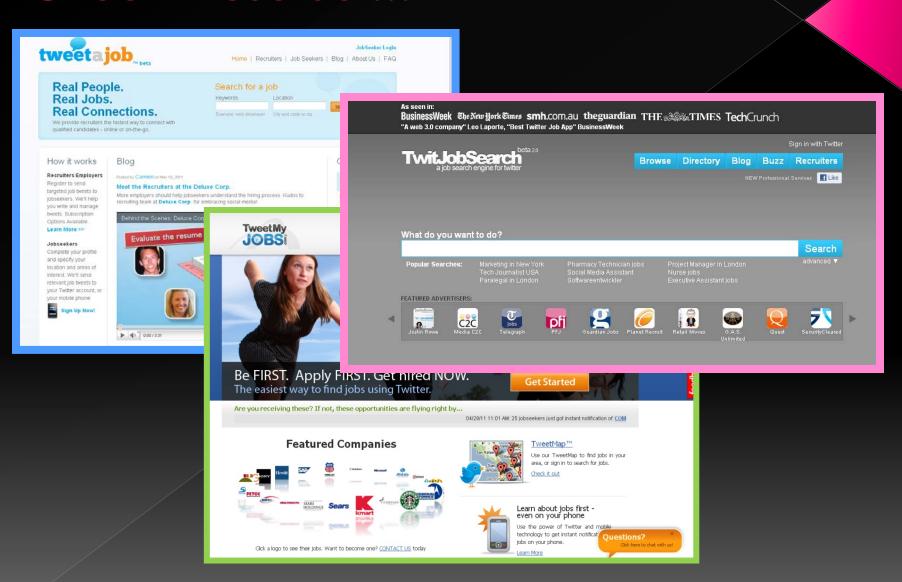


## Twitter-Jobs search engines

Free job search engines created specifically for Twitter. Recruiters are feeding their jobs through these search engines to make job hunting via Twitter easier and more efficient.



### Check these out...



### Twitter Tips...

- Write an Employer-Focused "160 "character Twitter profile-Give readers a taste of the return-on-investment they'll receive from hiring you "New grad marketed 12 programs successfully over 200 in attendance"
- Remember the photo-Leaving out a photo in your Twitter profile is an invitation for people to immediately dismiss you. Choose a photo that looks as good as you would going to an interview. Greater connection when each can see what the other looks like.
- Point potential employers to more info about you-In your Twitter profile, include a link to a site where employers can get more info about you such as www.linkedin.com or www.visualcv.com
- Follow people who you'd like to know you-follow companies on your list of target companies, employees in those companies, recruiters, potential networking contacts, etc.
- Remember the 75-25 rule when tweeting-If you're in job-search mode, approx. 75% of your tweets should be professional, while 25% can be more personal.

## Benefits of using TWITTER

- Follow and research potential employers
- Take advantage of the growing trend of employers posting job opportunities
- Promote yourself and establish a positive online brand
- Shows that you're current and steady with the pace of technology

# How TWITTER can work against you

- · Potential employers are watching, unprofessional tweets can be harmful
- Using twitter as a sounding board for <u>EVERY</u> thought
- Some of your tweets have the potential to be negatively taken out of context
- Who you follow can send a negative message

### Tweets that WON'T help you get the job...

Interview today at 1 with sleepys. I better get this damn job or im gonna kill someone lol

8:31 AM Nov 13th via Twitter for Android

I have an interview today; I really need the job. I really must remember to behave like a grown up. #couldbechallenging

5:12 AM Nov 12th via Mobile Web

Interview tmrw for a job for office help.

Not really excited bc where its located is difficult to get to when we get snow and I hate snow!

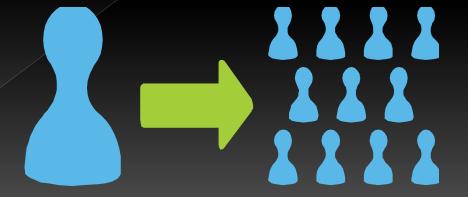
12:28 PM Nov 17th via TweetCaster



### LinkedIn

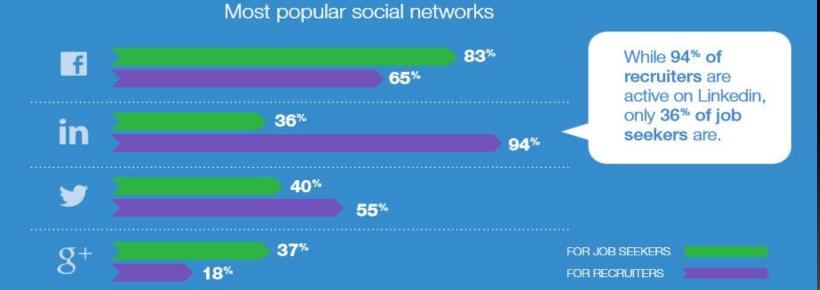
The world's largest professional network with over 300 million members and growing. It connects you to your trusted contacts and helps you exchange knowledge, ideas, and opportunities with a broader network of professionals.

- A new member joins LinkedIn approximately every second
- •Half of LinkedIn members are outside of the U.S
- •Executives from all Fortune 500 companies are LinkedIN members



### Recruiters LOVE LinkedIn! Jobvite 2014.

While job seekers flock to Facebook, recruiters prefer Linkedin when searching for candidates.



### LinkedIn Profile

- Formatted like a Resume
- •Focuses on employment history, education and professional affiliations.
- Provides space for a summary of professional experience
- Encourages contacts to "brag" about you
- •Less focus on interest and hobbies.

#### Linked in 。



### Daniel Fisher GM Dealer Programs Coordinator at Huddle Inc. Greater Atlanta Area | Sports

Current	GM Dealer Programs Coordinator at Huddle Inc.
Past	<ul> <li>Marketing Trainee - B.A.T. Team at Atlanta Braves</li> <li>Street Team at Tampa Bay Rays</li> <li>Intern at Hyannis Mets</li> </ul>
Education	<ul> <li>Georgia State University - J. Mack Robinson College of Business</li> <li>Ithaca College</li> <li>Suffield Academy</li> </ul>
Connections	257 connections
Websites	Blog     Company Website

#### Daniel Fisher's Summary

I graduated from Ithaca College in Ithaca, New York with a B.S. in Sport Management and Economics in December 2008. I currently am pursuing my MBA from Georgia State University in the field of Managerial Sciences.

My career focus has been to work in business. Thus far, I have gained my experience through the Baseball Industry. In 2009, I was employed by the Atlanta Braves Baseball Club as marketing trainee. I have worked with the Hyannis Mets of the Cape Cod Baseball League and the Tampa Bay Rays previous to the Braves.

In addition to my pursuits in baseball, I enjoy writing about Sports. Recently, I was published in the Women in Sports and Physical Activities Journal for an essay written regarding Title IX and the pertinent issues to sport. I also maintain a blog that discusses baseball among other topics.

I am originally from West Suffield, Connecticut where I attended Suffield Academy.

Motivational Quote: "Your attitude will determine your altitude."

#### **Specialties**

Collective bargaining, history of baseball, baseball economics, sales & marketing, fan entertainment.

### <u>LinkedIn Profile</u>

- Avoid using "Overused" words when creating your profile
- Overused words are no longer "buzzwords"
- They become clichés and will not catch an employer's attention or impress them
- Stand out by using different words to describe your work ethic and experience

### LinkedIn Profile

Top Overused Words of 2013:



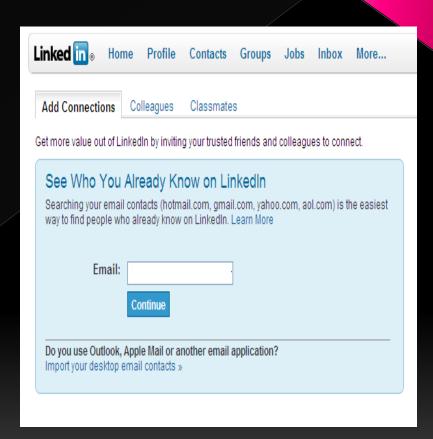
Waldman, J. (2013). Avoid these overused words on your LinkedIn profile in 2013. Career Attraction. Retrieved from: http://www.careerattraction.com/avoid-these-overused-words-on-your-linkedin-profile-in-2013/

### Make "Connections"

Connections are equivalent to "friends" on Facebook and there are several ways to get "connected"

First, add Contacts by...

- •Uploading your email contacts (yahoo, Gmail, AOL)
  - Using Colleague search
  - Using Classmate search
    - Name search
  - •Advanced search (keywords: name title, company, school, etc)



### **Network Continued...**

The LinkedIn Network is made up of "3 degrees"

1st Degree-Your connections-person's you know on a personal and professional level

**2<sup>nd</sup> Degree**-Friends of friends-your friend's connections

3<sup>rd</sup> Degree- Users that you can only reach through a friend, and then one of their friends

Your Network of Trusted Professionals				
You are at the center of your network. Your connections can introduce you to 144,200+ professionals — here's how your network breaks down:				
Your Connections Your trusted friends and colleagues	11			
Two degrees away Friends of friends; each connected to one of your connections	1,100+			
Three degrees away Reach these users through a friend and one of their friends	143,000+			
Total users you can contact through an Introduction	144,200+			
215 new people in your network since February 17				
The LinkedIn Network				
The total of all LinkedIn users, who can be contacted directly through InMail.				
Total users you can contact directly — try a search now!	60,000,000+			

# The deal with 2<sup>nd</sup> and 3<sup>rd</sup> degree contacts....

Because 1<sup>st</sup> degree contacts are people you already know, its easy to connect to them. However acquiring 2<sup>nd</sup> and 3<sup>rd</sup> degree contacts is a tad trickier.

#### 2<sup>nd</sup> Degree contacts

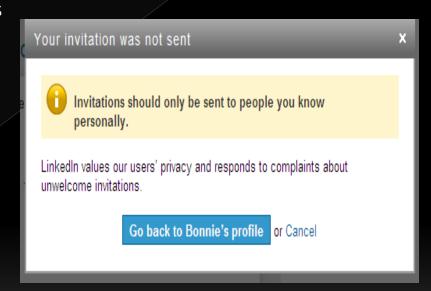
- •Get introduced through a connection you already have.
- •Add them to your network.

#### 3<sup>rd</sup> Degree Contacts

- Get introduced through a connection of one of your connections
- Add them to your network.

#### 2<sup>nd</sup> & 3<sup>rd</sup> Degree Contacts

•Acquiring a paid LinkedIn account allows you to send "InMail" to anybody you want without knowing them or having someone to introduce you.



### Recommendations

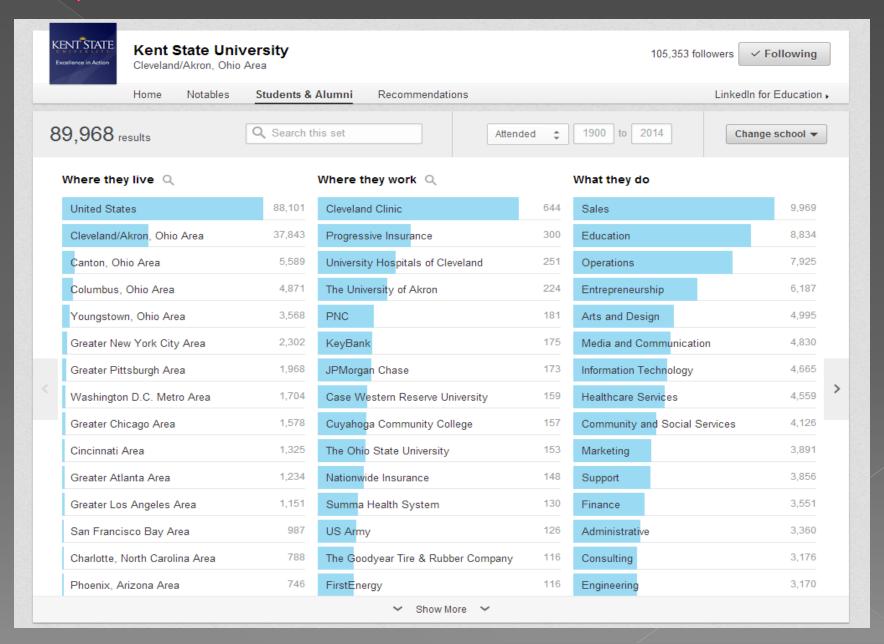
- Once you have "connections" you can solicit them to write recommendations on your behalf.
- •Recommendations consist of past employers, teachers, co-workers, and students validating your work ethic so other's can see what kind of worker or student you are.

"Amanda is strong manager and leader. Her ability to set clear objectives and move a team toward those objectives has been demonstrated throughout her career. And her enthusiasm for her work and her organization is contagious. I had the pleasure of working with Amanda to build the Pottery Barn retail concept in a new market, where she was responsible for hiring and training, sales performance and upholding high store presentation and service standards. When I got promoted, I recommended Amanda to replace me, and she raised the bar even higher." November 24, 2008

Michael Mosca, Director, Store Operations, Williams-Sonoma, Inc. managed Amanda at Pottery Barn

Write a recommendation for Amanda

### http://linkedin.com/alumni



"Social networking is a great way to make connections with potential job opportunities and promote your personal brand across the Internet. Make sure you are using this resource to your advantage by conveying a professional image and underscoring your qualifications."

-Rosemary Haefner, VP of Human Resources at CareerBuilder.

## So, What are you waiting for?

Get a head start on making your web presence

WORK for you today!

