**CST CLUB NOTES 11/4/2015**

* 60% jobs are never posted online or advertised in the paper.
* Who’s in your Network?
  + - * + Friends
        + Family
        + Colleagues
* Acquaintances
* Business Contacts
* Referrals from contacts
* You can put anything on your networking card
* Making contact with employees
  + Start with phone contacts
* Steps in cold calling
  + Research
  + Obtaining an appropriate contact
* Take a field trip on Fridays starting at the Minnesota west campus in Willmar.
* Visit the 911 center in Hutch.