



How to get a good job when no one seems to be hiring.

Did you know that employers will probably hire 60 million people this year? They hired 60 million last year and nearly 60 million the year before that.¹

It's true. Two-thirds were hired to replace people who quit or left their jobs. The other third were hired as new businesses started up or existing businesses expanded.

Sixty million hires—that's an average of five million new hires a month.

Why haven't you heard about all those job openings?

It's actually pretty simple. See, before employers start spending a lot of money on help-wanted advertisements

and job postings, they usually ask their employees if they know someone who might be a good match for the job opening. Asking is free, help-wanted ads can cost thousands of dollars each.

Some employees will even recommend a friend as soon as they hear that one of their coworkers is leaving.

Employers are always looking for good people. It's not uncommon for companies to pay a referral bonus to an employee who recommends someone who is eventually hired.

So, how can you get one of those open jobs?

Start by making a list of all the people you know who work in your industry. Then, reach out to them.

Don't ask your friends, "Are they hiring where you work?" They'll probably just say, "No."

Instead, try saying, "Could you give my resume to your manager and put in a good word for me—just in case something opens up?"

Friends helping friends find jobs. Employers love it.²

Now, every employer is not hiring today. But, some are and a lot more are thinking about it. So, contact your friends and get your resumes in before the jobs go public.

¹ http://www.bls.gov/schedule/archives/jolts_nr.htm

² <http://hr1.silkroad.com/ultimate-guide-recruiting>