



Adapted from "How to Become a Rainmaker" by Mark Richards and Jeffrey Fox. Permission to adapt for and publish on the Candidates Chair provided by Jeffrey Fox. Copyright 2015 - Fox and Company.

I used the Daily Point System for business development and it was amazing how my pipeline of meetings and moving toward the decision maker changed.

A job search is about selling yourself, so the Daily Point System will help link activities to results by staying focused on what moves you toward the sale. The real value of the Daily Point System is time management.

Overview:

- ▶ Similar to a making a sale, there are four (4) steps to reaching a job offer
- ▶ Assign a point value to each step - the closer to an offer, the higher the step's value

Using the Point System

- ▶ Try to achieve your targeted point total, in any combination of steps
- ▶ If you can go above your target in a day - Terrific! The key to success is using the point system every day and not trying to earn all your points in a single day
- ▶ The goal is to work up to four (4) points a day (20 points a week)

Getting started

- ▶ Use it diligently every day for 15 business days
- ▶ Start with realistic goals: 2 points for Week #1 - then move as you feel comfortable
- ▶ Make plan each morning for how you will achieve the points
- ▶ Once you reach 4 points a day - you will find that your pipeline of meetings with decision makers will be full

4 Steps to Job Offer:

	Point Value
▶ Get an introduction to a decision maker(s)	1
▶ Set up an appointment with a decision maker	2
▶ Have a meeting with a decision maker	3
▶ Get a commitment from hiring manager that leads to an action toward a job offer	4

Bonus Job Search Steps

	Point Value
▶ Make a meeting with a company insider - an influencer	1
▶ Have meeting with company insider - an influencer	2
▶ Retained recruiter officially submits you as candidate	2
▶ Help a fellow candidate with an introduction	1/2

I expanded the original four steps to recognize other valuable steps in your search - either getting important company information or having a recruiter submit you for consideration.

The 1/2 point for helping another candidate may seem low. From my personal experience of making 150 introductions on behalf of fellow candidates, I can tell you between meeting and follow-up a half-day can slip by. It feels great to help, but don't lose focus on your own search. - MJR