



WIEDERHOLD AND ASSOCIATES

ABOUT US

We specialize in creating sustainable change for individuals and organizations in the areas of career development and transition, executive coaching and onboarding, relationship building and networking, online reputation repair and business start-up services.

Guided Networking

When you hear someone talk about the benefits of networking, do you groan internally? You are not alone. Most people *think* they don't like networking. This is because they've been doing it wrong. When done effectively, "networking" becomes code for "making a new friend," or "building a reciprocal business relationship." This simple mindset shift is how we approach networking at Wiederhold and Associates.

70% of people looking for a job find it through networking. Companies typically look to their executive team's or employees' connections first, rather than recruiters or online job boards, when hiring for an open position. With a strong network in place, you find out about new opportunities earlier in the process.

We've developed a better way to network by focusing on making a genuine connection, not a one-time, one-sided transaction. Our proven process will teach you a sustainable way to build and maintain your network.



WHAT'S INCLUDED IN THE PROGRAM

- Strategic introductions to professionals within our network. We get you connected to specific organizations, industry niches, or geographic locations. This includes access to not only our network members, but also recruiters, consultants and executive search firms.
- Customized training provided to hone your networking skills and help you learn how to answer such inquiries as: "Why did you leave your last position?" and "What makes you different from other applicants?"
- Access to audio sound bites created by our founder and president, Jim Wiederhold. These address how to create an exit story without red flags and networking best practices.
- Two one-hour coaching sessions. The first meeting happens at the onset of your program to establish goals and address any areas of concern. Then again near the end of your program to discuss continuous sustainability for future networking.

WHAT MAKES OUR PROCESS UNIQUE

Our connections are not transactional. We have cultivated a relationship-based network of professionals who look at our introductions as opportunities to connect with like-minded professionals with whom they can build a genuine business relationship over time. These introductions are not one-off conversations, but rather the beginning of a lasting connection which can evolve into a mutually beneficial friendship that impacts your career exponentially for years to come.

OUR NETWORK

Throughout your program, you have access to one of the largest healthcare networks in the country with well over 2,000 individuals at the c-suite or vice president level and thousands of other professionals that are in a variety of other positions. *Not in healthcare?* No problem. We can create a custom program for you.