

The Job Hunting Podcast

[57. How to job search during the holidays: Three options, depending on your availability.](#)

Hello, I'm Renata Bernarde and the host of The Job Hunting Podcast. Welcome back if you're a regular listener of this podcast, and welcome to you, who is a brand new listener. You may have found this because this topic is of interest to you. Today, we're going to be addressing a very dear topic of mine because I've been in this situation, not once, not twice, three times. It's when you are looking for a job during the holiday season here in Australia, we are not only getting ready for Christmas and New Year's, but it's also summer. It's our summer holiday. If you're in the Northern hemisphere, of course, you have Thanksgiving, Christmas, New Year, and it can be difficult job hunting during that time. So I'm here to help you and provide some solutions. Let's get going.

So not only I'm going to provide you with three options, at least three options that you can use. There are three different schedules that you can use to job search during the holiday seasons, and these schedules, you know what, they can be used at whatever time. And I will be discussing how you can use these schedules whenever you're job searching, not just for the holiday season, but I thought this was the right time to introduce the schedules to you and then explain to you that I am going to be doing a two-day workshop to address item by item of these activities that are included in the schedules that I'm proposing for job seekers. And I think that the podcast is not enough for us to go through the schedules in detail, and I want to help you. I want you to succeed.

I want you to be less stressed during the holiday season and enjoy whatever time you have with your family or with yourself or whatever you want to do during this time. My family here is very divided. Half of us love Christmas and love New Year's Eve. The other half doesn't really care much at all. So whatever you're planning to do, that's fine. But if you are job searching, I am really hoping that these schedules, whatever one you choose to adopt, will certainly help you keep a routine, keep disciplined, find a time, but most importantly, know what you actually need to do to find a job. So, without further ado, let's get going. And at the end of this podcast, I will give you more about the two-day workshop, which is free, and I'd love as many of you to join as possible because it will be interactive.

It will be live. You can ask questions and look if you can't attend, at least register because if it's not a good time for you, that's fine. Register, and I will send you the recording once it's done. So that's the only way you'll be able to access it in the next couple of weeks. So either attend, live or register anyway, and I'll send you the recording.

So, as I mentioned before, I have been without a job just before Christmas. I found myself without work just before Christmas, three times. The first time was just after September 11. And that story is on my website. It's also a topic of one of my early podcasts. I'll put a link to it below, and that was very stressful. As you can imagine, I was new to Australia. I didn't know anybody. I didn't have a big network here.

I had two young children. My husband was overseas working for United airlines of all companies, really immersed in finding solutions for big problems in that company in Chicago, based in Chicago. And I was alone in Australia trying to find work, needless to say, it took me months. And I finally started working part-time, which was exactly what I needed because I was a full-time student then at the university where I studied. And it was a great solution because I would study and work casually part-time, and I didn't have to commute. And that made my life really easy, especially with young children and husbands that were flying in and out of the country. And then, in 2016, I think it was two 15, 16, 16. I left my job at the foundation I used to be CEO of and was without work during

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the holiday season.

It can be very difficult. It can be depressing. It's a source of anxiety. It makes you feel uncomfortable about spending money. You don't know when you're going to get another job. You'd all know how the job market is going to react and how, you know, how often you will be able to catch up with people, headhunters, recruiters if there are going to be jobs advertised early in the new year or not, it's a reset of everything. And there is a lot of unknown it's, different from being without a job. Let's say March, April when all the engines are on, and there's still so much that you can achieve that year. And it seems like nothing will stop, and you can keep going and looking for work if that's what you want to do. But in my case, I never felt like I was in a financial position where I could take a step back and relax.

I always felt like I had to keep going and work. The third time was when I was made redundant from my last corporate job at Monash University. And at that time, I found myself in a situation where I had a couple of opportunities to come in very quickly for discussions about permanent roles. And I opted out, and I was surprised by how little interest I had in the roles that were being discussed. And that's when I knew it was time for me to focus on my business, and you have to be really ready for it and know exactly what you're signing up for. If anyone here is interested in becoming a business owner or opting into a portfolio career, which we've discussed before in another podcast with Jacinta Wilson, who is a partner at watermark search and specialized in helping candidates find, entering his active roles, you have to be ready financially.

You have to have the right mindset for that. And I was ready for that. So now I have this portfolio career and my business, and financially I can do that. So that was a decision that I took, late 2018. And then, in 2019, I started developing my business plan. And now we're in 2020, and I feel very comfortable with my business. So it takes time.

Now one of the things that I teach my clients is how to schedule their days and weeks and months and give them a very frank conversation about timeframes and expectations and how long it will take for them to find a job also based on how long it takes for recruitment and selection to pan out. It can take a while. The more senior you are, the more time it takes for you to find a job.

So you have to be prepared for that timeframe and be patient and have the mindset and the financial planning in place to support you for three months, four months, six months a year. I have colleagues and friends that have taken longer than that. I think that they were working without a coach, quite frankly. So there's much more that you learn by, by doing, and instead of learning by having that support system around you, but be ready for, a longer timeframe, if you're doing it on your own, it could take up to two years for, a very senior executive to find a role. That's why I think it's so important to hire people, to teach you how to do recruitment and selection, which is very different from teaching you how to do your work. Most of my clients know exactly how to do their work.

They don't know how to sell themselves, how to present themselves. They may have lost contact with their network. They have difficulty pitching and understanding their competitive advantage, their strains, their DNA, and how they present themselves to recruiters and hiring managers. So that's what we work on.

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But the other thing that people really do not understand is the time it takes during the day in the week for you to actually devote to job hunting. So, this is how I'm going to break it down to you. I'm giving here three options for you. And the truth is job hunting can be a full-time job. In fact, I've been very lucky, as I said a few times before that I've always, always had career coaches and people around me, friends or family who were career counselors who have always told me this.

So this was just something I knew. And it was something I never had to. It would come naturally to me that I would decide that I needed a job because I decided in 2001, and I knew that I had to dedicate time to that task. And I had to embed that into my calendar, and I had to make time for it. Even though I had two young children and I was studying full-time, my husband wasn't around to help. And I had very little help and very little money. I just had to find the time. It's the same thing. When you decide to lose weight or exercise, or have a hobby or learn an instrument, you'd have to find the time in your day and week and month to dedicate to it. And the more consistent you are and regular you are, the better it is, the better outcomes you will get.

The second time, I was looking for work in 2016, as I mentioned before, I did that full time. So I left the foundation, and immediately I was working for myself from 8:00 AM in the morning to 6:00 PM in the afternoon, every single day. And I wasn't just looking for jobs on LinkedIn jobs or seek.com. There is a diverse number of tasks that you need to do to ensure that you get a new job as quickly as possible. And I left a foundation. I stepped down from my role in October. I was still on gardening leave until December the end of December. And I started at Monash University in the first week of May. I'm not mistaken that for a senior executive, a CEO who then became chief of staff slash a director of a portfolio is a very short time for a senior executive. It's a very short time.

And in fact, I had two job offers. I had a job offer with a professional services firm, a large consulting firm, and with Monash, and I decided to take the Monash role. And that was the role that I wanted. And I targeted from day one my friend, Suze Abbot, who is also a career coach and a very good friend of mine who is yet to be interviewed for this podcast. And I had a chat and, you know, we were brainstorming, in her office with her whiteboard. And after an hour, I explained to her what I wanted. And she said, yes, I, I think that that's the job for you. And then I narrowed down on my future boss. And until, you know, that was a brand new portfolio. As soon as the portfolio started advertising for roles, I applied, and I was successful in that role.

It was the first job advertised for that portfolio. That takes real sharp concentration, strategy, and planning to get to that in a regular consistent, routine. And you have to, even though I wanted that role from the beginning, that doesn't mean I didn't apply for other roles. Not only it means I have other options should that role didn't if it didn't eventuate if there was a better candidate, if you know, I didn't get it, but it also keeps me practicing, keeps me practicing for the great interview that I then had with, with the two jobs that I was successful for. And it's the same, for example, with the Australian Open, which is still in doubt to happen in 2021 here in Australia because we're in lockdown mode. We're not letting people into Victoria, the state of Victoria.

, one of the problems that we're facing here is that if the tennis players come from overseas, they would have to be quarantined for two weeks, which means they wouldn't be able to play in practice. And for them, this is not an option. They need to practice every day. So they are thinking of canceling the Australian open in 2021. Not because they can't play the competition, but because the

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players can't practice as a job Hunter, you are going into the competition every time you are starting a new recruitment and selection process for a role. So you need to practice and apply for those roles where you have fewer expectations of winning or, you know, they are a good fit for you, and they could be a great job for you. It's a good practice. It's also good networking. It's a good way to connect with headhunters and leave a good impression.

If you don't get that job, they might contact you for another job and so on. So there are lots of benefits for applying for, let's say one or two jobs per week if you are in a hurry to get a job. So that weekly schedule is really important. I start my day, especially when I'm into stressful situations or job hunting, I find it very stressful. I also find it very stressful, starting a new job. Being in a new job for the first 90 days can be quite stressful for anybody, but especially for somebody who is there to lead, I have a client who's just got a job. And she started on Thursday, has a few clients who just started a new job, and we're probably going to have a few sessions also to support them as they step into these new roles.

Right? So I always start by meditating early in the morning. I'm a lazy meditator. I meditate in bed. You know how I'm a big fan. I am of the mindset app that they have a good set of hypnotherapy sessions there, but there are other apps that I've been using and trying as well. There are so many great apps today. If you were a better meditator than I am, you may not even need that guidance.

Then I like to walk or exercise. I'm very lucky. I live next door to a Pilates studio. So I do that twice a week. And I walk the other days, then I eat my breakfast, listening to professional news, not all the news, you know, news that is important to my sector, to my profession, to mine, business. And this is really important. So for example, when I worked at sea, the, which is a think tank, this was 60 minutes of my day, you know, and I signed up for all the major newspapers and, specific magazines and, and publishing companies so that I was on top of, policies and, you know, Australian, federal and state, news.

It was part of being a national manager for that organization. And it's really important if you are job searching if you're in between jobs to keep abreast, especially during college, to make sure that when you're back in the game, that you hit the ground running, you will find organizations operating differently, especially after COVID right. So you need to be very aware of how things are progressing in your sector and your profession. Then I recommend doing LinkedIn activity, and you can use some of that professional news and articles to repost them and share. And you can also look for work on LinkedIn, have a target list of individuals that you check out on LinkedIn to see how they're doing. They could be CEOs or managers, or senior executives in organizations that you want to work for. And you see if they have posted and you comment or your, like on what they're doing, you make sure that your profile is performing well.

And check, if anyone has been looking at your profile check, if there are new messages for you, don't ever spend more than a day before you answer messages on LinkedIn. Always answer messages from recruiters. Always. I have heard people who contacted me to say, oh, you know, I don't answer messages from recruiters. I never answer messages from recruiters. I don't like messages from recruiters, and that is not a good bridge to burn. You may not like the way that they are getting in touch with you. It may not be the right job for you. They may have completely not understood your profile that says more about your profile than it says about them. It's going to say they're doing a LinkedIn audit with me. Maybe we can look at how we can make your profile stand out better and

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connect better with recruiters.

I've just done a LinkedIn audit. And, this client said, recruiters are looking at my profile, but they're not contacting me. So with that guidance from this client, I reviewed her profile to make that second conversion. It's good that they're coming into her LinkedIn profile. And I know exactly why they're coming. And as soon as I landed on her profile, I knew exactly why they were not contacting her. It was quite an easy fix. And it was, you know, a relatively small investment from her part. It wasn't that black spot for her. But for me, it was easy, I think, you know, I, I, I asked her to wait three to four weeks and then come back to me to see if it, if it's fixed, it would be so interesting to see. You want to do a few minutes of job search on LinkedIn or other platforms, and people like indeed or the people here in Australia, like seek.com and, check if there are jobs for you that you want to apply for.

Or sometimes, I also ask people to look at jobs that may. They may not be able to apply because they're interstate or overseas or the different sector that, you know, you don't have a chance, but if they are keywords and if the job ad on job descriptions are written in a certain way, this may be an inspiration for you to go back to your own, application and redo your LinkedIn about section or your resume. Just always fine-tuning and, and completing the information on your own, collateral your assets. Then you want to do your job applications, right? You take a break, have a coffee, and do your job applications for about two hours. I have a whole sort of routine of how to do that, and I'm not going to go into detail here.

It's a really important part of making sure that you're putting your best foot forward. It takes a while to get used to doing great job applications. And that's why I think having that two days workshop, it's actually two hours on one hour on the 2nd of December and one hour on the 3rd of December, I think I can go through some of those topics in more detail with everyone that's there. It will be a great zoom community, and I can answer any questions as well.

Then I would recommend networking, reaching out to people in your networks, or for example, I would, let's say in 2016, I had all that time during my gardening leave or the time that I was actually actively looking for work, I would go back and invite people from, you know, the Institute of chartered accountants, where I worked or see the, I worked, or, companies that were, connected with me, that did great projects with me like KPMG or, what else?

Melbourne uni, to see if anyone wanted to have coffee with me and have a catch-up. And I was so interested, and I'm a very curious person. Most of the time, it was not about, you know, Oh, I'm looking for work. Do you have anything for me? I just wanted to know what was going on at KPMG or Deloitte or Fortescue or BHB. And Oh, BHB was another one. I had a couple of coffees with people there, and I was just genuinely interested in what they were telling me and how the business was going. I had a couple of chats with people in the Victorian government. And it was great for them as well, you know, to find out, you know, how am I doing and what are you looking for? And that's the only seed that I wanted to plant.

That's all that I needed to do. Plant a seed and let people know that I am on the market. And if they, you know, have an opportunity for me, they will think of me. I don't have to do a hard sell. I feel that I don't have to do a hard sell. There are other ways of networking. If you are not as sort of, as that, it was an extrovert as I am, and we work on different ways of reconnecting with a network of

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colleagues that you may not have contacted for a long time. And I can discuss that in the workshop on the second and 3rd of December with you, and if you decide to join, it will be a pleasure too, brainstorm a few ideas with you.

Then I also like to dedicate some time to career readiness. About an hour of career readiness is different from professional development or professional development for somebody who is a project manager is learning new ways to project manage.

Are there any new tools and systems and theories and business models? How do you project manage larger projects that scale versus tiny projects and, you know, agile versus waterfall and all those things? Career readiness is about you focusing on your career and you focusing on how to job hunt. Do I know how to talk to recruiters? Do I know how to present myself and do my pitch? I have a friend who has been in Australia for a year. She's a very professional senior executive. And she presents really well in Portuguese. She does not present well in English yet. And we had lunch yesterday, and she was saying, I need to do that in English. And it's not just about translating the pitch. It's about feeling comfortable with myself and talking about my background in a different language.

So that career readiness can be very different for different people. It really depends on what your strengths are and what you want to focus on. And what part of the conversion is still not happening for you in the recruitment and selection process. So I'll give you another example. I have people that feel instinctively that they are great face to face. They are great on interviews, but because they are not very good at the application process, they are not getting in front of people. At least that's how they feel. But I understand that. So you need to then in that career readiness, time of your day, make sure that you are learning more and more about how to do job applications and how to make them work instead of sending that same resume over and over again—and just hoping that one day it will click. That's not how it happens. You have to keep improving on your template until you see success.

Then I often recommend career coaching. That, of course, doesn't have to be every day. So instead of that career readiness, 60 minutes, one day a week would be you, touch base with your coach, or do the activities that your coach has asked you to do. If you are my client, you know, listening to this, there's often homework that needs to be done then, in the homework. I mean, you know, okay. Your resume template is your master resume looking better, but yeah, it can be improved, or let's refine this or work on answering your question. So in the interview component, we go into detail into every single question, the main questions that are asked depending on your sector and profession. So that's a really important part of job hunting in my view,

Then the weekly review and plan, 60 minutes for that as well. Usually, you can do that on a Friday or on a Monday, depending on how you prefer to do your weekly review and plan. And that is such an important part of recruitment and selection.

And again, we can go into more detail during the workshop on the second and 3rd of December into what we can actually do in the review planning of your job search to optimize it. There it is, is in my view, a key component of, of, an optimized jobs search and ensuring that every week you are looking back and identifying areas of improvement and identifying your wins and the patterns that are being created from, you know, the successes you're seeing, or if you're not seeing in its success,

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identifying the little tweaks that you can make to improve your game the week after. So this is such an important part of ensuring that you were evolving in your job hunting routine. And, I think that the workshop will be very helpful for you job hunters out there. And I can't wait to run that workshop with you.

I'll give you more details at the end of this podcast. And then, as we head towards the end of the day, I like to do a guided meditation, oh, sorry—guided relaxation. And I do that before I go to sleep. I do that because, again, I find job hunting stressful and a source of anxiety for me personally. And in the past, when I used to job hunt, but also for my clients and guided relaxation just helps you sleep. So if you have difficulties winding down and sleeping, that could be yet, but of course, you want to have time during the day to spend time with yourself or with your family or with your pets or with your garden, whatever it is that takes your mind off for a few hours, possibly three to four hours before you sleep. But the guided relaxation is just that lovely little thing you do before you sleep that just helps your brain, think about something else or think of nothing really, and then have a great night's sleep, because if you don't have a great night's sleep, the next day, you won't be able to be as productive as you, you want.

So, as you can see, that is a full day. That is a full day of a job-hunting routine. And you can do that Monday, Tuesday, Wednesday, Thursday, Friday, my friends. And, I can guarantee you that if you are consistent with that routine, you will be very, fast in your, in your, the, to find your next job. Now, the schedule that I have prepared for you. And now I can tell you. You can download it for free. There is a link to it on the episode show notes, and you can download the schedule for us for free. And if you have a good memory, all you need to do is go to my website, www.renatabernarde.com/schedule. And you can then see that I have two different versions, additional versions of that schedule. The second version is a job-hunting weekly schedule part-time example. Before I moved to that one, I've just thought of something, even when I was doing a full-time schedule and doing, you know, every day busy, 8:00 AM to five 30, 6:00 PM.

As I said before, I would sometimes take a day off because you can, you can say, look, okay, this is full-on, and I need a Wednesday off. I want a Wednesday off to catch up with my friends and not talk about work, and just, you know, sleeping, watch Netflix go to the beach. I don't know whatever you want to do. You can still do that and take that extra day off if you want. That's perfectly fine. But the other way of doing this is a part-time example. And the part-time example is suitable for those who are coming into the holiday season. And they want to pair out the job, hunting with other things that they want to do. They want to go shopping for Christmas. They want to cook. They want to spend time with their family. They need to care for their kids.

So the part-time example is a good one to follow. And when you download the schedule, you will see that I have ticked the days where I think it's most effective for you to do things on that part-time schedule. So, for example, I have ticked that you could then do your job search on a Monday and a Friday instead of every day. One of the things that I have found people fall into the trap of doing his job, searching and looking at the job, platforms every single day, and scrolling through indeed.com or, or LinkedIn jobs is as Addictive as scrolling through Facebook and Instagram or any other social media platforms for job seekers. You can just be scrolling and scrolling and scrolling and saving all these jobs that you end up not applying for.

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So, make sure that you don't spend too much of your time just doing that. So, another example is, you know, networking, you know, the best days for networking would be, let's say Monday and Thursday, and that is in mind my personal opinion and experience, but you may be from a different country in a different sector where Monday and Thursdays are not so good. I have just found that those are the best days for networking and in the workshop. I can explain why and then save, for example, the LinkedIn activity. You don't need to do any LinkedIn activity, for example, on a Thursday or Friday, because it's very well known that LinkedIn tends to wind down towards the end of the week. In fact, the best days for LinkedIn activities are Tuesdays and Wednesdays. So if you download my schedule, you will see that I have highlighted with the ticks. What I think are more effective days of the week for you to do certain things and have a part-time schedule for job hunting, of course, meditation, relaxation, and exercise.

They are ticked there. You know, almost every day, I think I've created a one where the walk and exercise for the part-time are just four days a week. People have kids, and they have all the ways of keeping themselves active, so they don't have to walk and exercise every day. I know that I didn't, up until very recently, I can do that now. And I find that wonderful. But before that, you know, with young kids, I just couldn't take time off every day to exercise, and that was life.

And then the third version, which again, you know, it would be wonderful for you to see it, once you download, this, a document that I'm giving you for free in the renatabernarde.com forward slash schedule, is a job-hunting weekly schedule, where you are just doing a little bit of work during the week.

It's not too much, and this can be used in two different ways if you're working full time. And look, I have clients that have jobs, and they are job hunting. I have quite a few clients that are not in between jobs. They are actually working, working full time, and they are also job hunting. So this is a perfect schedule for them. This is also a perfect schedule for a very busy person who is hosting Christmas parties and who has, you know, family over for the holidays or who is going interstate and staying with family. So you would be able to still with your laptop, do the minimal amount so that you don't fall off the wagon and you feel like you are progressing, and you don't end up, you know, two, three, four weeks from now feeling like you have to start from scratch and you've forgotten things, and you don't know where to start.

And you have that awful feeling that I've had before, feeling like you are overwhelmed with anxiety and not knowing what the best place to begin again is. So this schedule of minimal effort will keep you going, and we'll keep you grounded. And you will feel like you're still progressing, even though you have the holidays. So you would be doing, oh, just one or two things every day, not too much reducing things as much as possible. Hopefully, you would have somebody to rely upon, somebody that can take care of the kids for you, or, you know, a room where you can lock yourself in and let the family out and say, look, I just need one hour or 30 minutes here and there to do a little bit of a job search, during the holidays. So this is a great document to download.

I strongly recommend, even if you do not need it right now that you download. You keep it, save it for later for when you're ready to job hunt because even though I'm releasing this episode during the holiday season, as I said, I think that this is a very good schedule that you can use at any time.

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Now I'd love for you to join me for the optimized job search holiday version workshop. This workshop is a two-day event. I will be doing it from Melbourne at 5:00 PM, Australian Eastern standard time, on December 2nd. And again at 5:00 PM, Melbourne time, Australian Eastern standard time on the 3rd of December. And we will then go through these activities and how to use the schedule and how-to, and go into a little bit more detail on the job applications and a weekly review and planning, answer any questions you may have.

So not only going through each of the activities and what they entail and why they're important but also I want to share with those who come on board some job market intelligence and extra information that I between now and then can identify from my context in the recruitment world. I want to make sure that we know what's happening in December, January. It's usually a slow time in the Southern hemisphere to job hunt, but it hasn't been that slow for the past two years. In fact, in February this year, there were talks about how we are going to manage this? And it's getting busier and busier every year. And we are taking time off during January. There are jobs that are being advertised, and now as we come out of lockdown, it may be that it will be busy. And I want to touch base with my contacts both here and overseas and present that information for you doing the optimized job search, because if you're going to start planning for your job search over December, January, then I want to give you as much tea as possible.

I want to give you as much information as I can gather to ensure that you are successful, that you feel supported. And of course, you know, I'm here for you. We have an amazing Facebook private group. And if you're not involved in it, I would strongly recommend that you join. And I will be talking about, in the workshop as well, about how good it is to have that private Facebook group and the private Facebook group. I believe it is a much better solution than a LinkedIn group because it takes you away from that LinkedIn platform. So it's nobody's business, really, and it's completely private. You should keep your Facebook private anyway, as your job hand. And within that group, everybody is like you job searching and interested in career planning and then developing the best possible plans for their preferred future professionally.

And we all can post, and we all can ask questions and support each other. I do office hours in there, and I'll be doing them over the holiday season as well, but the first step would be for you to both download the schedule and sign up for the optimized job search workshop and the, in the episode show notes, you can find out all the information on how to do that if you go to my website, renatabernarde.com for speed. Again, you will be able to download the schedule and register for the workshop. And, and I can't wait to see you at the workshop. So it's www.renatabernarde.com/workshop, very simple. But again, if you go to my landing page, Renatabanana.com, the workshop registration information will be right up there, easy for you to register.

The more people that come alive, the better, because it's wonderful to have that interaction. And if you're alive, you can ask questions, but if you're not able to attend live, let's say 5:00 PM. Melbourne time is a terrible time for you to register anyway because if you register in a few hours after the workshop, I will most definitely be sending you the link, and you can then watch it later and have all the information that you need to activate that job hunting weekly schedule and optimize your job search.

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That's it for today. I hope, hope you enjoy this podcast. I certainly enjoyed getting off my chest. You know, this weekly schedule, I think it's such an important business for job hunters, and the better you organize your routine over summer, the more ahead of the game you will be. And that's all I want for you. If you want to know more about me, please go to the episode, show notes, or go to my website, renatabernarde.com. If you want to know about the LinkedIn audit, which I mentioned before, it's also on my website under services, and I will continue to be doing those over the summer as well. And there is the reset your career on-demand program, which I will be talking more about at the workshop, but it's such a good program to be doing over the summer because it will definitely support that schedule and support that routine. It has the 31 days of action plan that will definitely take you through the holiday season for sure. And keep you, I mean, just having that 31 days of actions and doing it by the time you finish that program, you will look back, and you will have achieved so much. And hopefully, who knows, you might end up with a job. My fab that would be fantastic. And I can't wait to celebrate with you. That's it for now. And I can't wait to talk to you again next week. Bye.