



Make a Name for Yourself: Get Out There, Get Noticed, and Get a Job

Chapman University School of Law

#1 Takeaway

“Boldness has genius, power, and magic in it.”
Johann Wolfgang Von Goethe

1. The World Is Your Oyster

Download New Software

“There for the taking...”

What if you had absolutely no fear in your job search?

Why It Matters

____% of all jobs never get posted.

You will use these skills the _____ _____ _____ _____.

2. What Do You Really Want? Really.

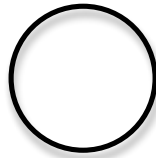
The Power of Focus

My dream job is...

Detach Yourself

3. Who Do You Know?

My Career Building Mind Map



The Magic Number in Career Building: _____

Who Should You Get to Know?

4. Career Building 2.0

How do you come across?

First Impressions – Where do you want to be?



The Two Keys to Connecting with Anyone

The Five Things You Can Do to Make Yourself More Attractive

- 1.
- 2.
- 3.
- 4.
- 5.

5. Mechanics of Successful Law Student Job Searches

What to Say

The #1 Differentiator in Your Job Search

Your Daily Plan – Gold/Silver/Bronze

“Real artists ship.” ~ Steve Jobs

About the Speaker:

Steve Hughes is the founder and President of *Hit Your Stride, LLC*, a communications consultancy that helps people look and sound smart when they talk.

His seminars have been featured on NPR, BBC Radio, and CBS and he is the author of the upcoming book *Captivate*. Steve is also the proud creator of “National Be Kind To Lawyers Day” (observed annually on the 2nd Tuesday in October).

Today he works with a host of blue-chip clients including:

- **Law Firms:** *Latham & Watkins, Kirkland & Ellis, Seyfarth Shaw, Bryan Cave, Troutman Sanders, Husch Blackwell*
- **Law Schools:** *UCLA, Virginia, Washington U. in St. Louis, Minnesota, Idaho, Missouri, Loyola*
- **Fortune 500:** *MetLife, Boeing, Nestle Purina, MasterCard, Microsoft*
- **Associations:** *AK, IL, MO, OH, OK, UT, WI Bar Associations, Law School Admissions Council, NALP, Legal Marketing Association*

Prior to speaking full time, Steve spent 12 years in advertising and public relations where he delivered hundreds of presentations with millions of dollars on the line. Most recently he was a managing partner at an award winning 50-person advertising agency in St. Louis.

Steve holds a BA in French Literature and European History from the University of Kansas and an MBA in Marketing from Washington University, where he won the prestigious Olin Cup.

Steve's Other Programs:

- “Says Who? The Art & Science of Changing Minds”
- “Tell Me More: Using Stories to Attract & Engage”
- “Put the Power Back in PowerPoint®”
- “Dazzle Me: Presenting with Excellence to Any Audience”
- “Virtual Magic: Making Great Presentations over the Phone/Web”
- “The Multiplier Effect: The Surprising Personal & Professional Benefits of Giving without Keeping Score”



Feedback

1. What was your #1 Takeaway from today's program?

2. What would you have liked to learn more about?

3. What would you tell other people about this program?

4. Steve publishes a **free short** monthly e-zine featuring a tip, idea, or strategy to help you become a more dynamic communicator.

Yes, sign me up.

No, but thanks for asking.

E-mail: _____

(Your email address will NEVER be shared or sold to a third party.)

Name: _____ School: _____

5. Steve and his family are big fans of food, clothing, and shelter. One of the ways he keeps food on the table is from quality referrals from people who have seen him speak. If you know of an organization that could benefit from Steve's programs, please note it here.

Organization: _____ Contact name: _____

Your Phone Number (in case I have a question): _____

Thank you for taking the time to provide feedback.