

Social Networking



Facebook LinkedIn
Twitter

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95% of respondents say they have successfully hired candidates through Linked in

Recruiting Sources respondents planned to spend more on in 2012

54%	Social Media
29.8%	Referrals
27.7 %	Corporate career site
16.4%	Job boards
14.5%	Search engines
13.9%	Campus Recruiting
13.5%	Internal transfers
12.1%	Third party recruiters

Facebook vs. Linked in




Should I use Facebook or Linked in?

To “Like” a company or find out what matters to that company, use Facebook.

To “Follow” Professional contacts, groups or job postings, use Linked in.

To “Follow” a company, you can also use Twitter.

Facebook (personal or business)

facebook    Julie Thompson Find Friends Home



Julie Thompson (Jet II)
 Studied Law at Newbury College  In a relationship with Todd Decoteau  From Milford, Massachusetts  Add where you work  Add languages you know  Edit Profile



 Update Status  Add Photo / Video

RECENT ACTIVITY
 Julie listed Jon Thompson as her nephew. · Like · Comment

RECENT ACTIVITY

Wall
Needs Review **1**


 Info

 Photos (78)

 Notes

 Friends

 Subscriptions

Sponsored [See All](#)
 **Katie Bug**, Sherri Kauker and Diane Decker Gendron like Visit Massachusetts.
 **Visit Massachusetts**
 Like
 **Jacky Thompson** used Path.
 **Path**
 Use

Like...

Facebook


Discover Facebook Pages

Pages I Like · Pages I Admin · United States


+ Create Page

See something you like? Roll over the Page and click Like.


All Music Movies Television People Sports Brands & Products Companies & Organizations Local Businesses & Places




The Big Bang Theory




Monopoly




Old Navy




Red Lobster




SpongeBob SquarePants




Johnny Cash




CHANEL




Yahoo! News




Kings Of Leon




America's Next Top Model




I used to go to Skate...




This American Life




Chris Tomlin




Triscuit




FRIENDS (TV Show)



Clairol



David Sedaris



David Bowie (official)

Page invites

FJB General Contracting Franz Bolin

Friends similar to you

Jennifer Vail Johnson 5 mutual likes

Tara Evers 4 mutual likes

Alicia Schwehr-White 4 mutual likes

Diane Decker Gendron 3 mutual likes

Sherri Kauker 3 mutual likes

Sonya Ortega 2 mutual likes

Mairead Flynn 2 mutual likes

Tom Cormier 2 mutual likes

Kimberly Harrigan 2 mutual likes

Rhonda Macvicar 2 mutual likes

Shanna Jean Jackman 2 mutual likes

Samantha Polk 2 mutual likes


Roger Boulanger 2 mutual likes

Linda Vaughan Jerrett 2 mutual likes

Mary Sullivan 2 mutual likes

Show all (25)

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Employment on Facebook?



Employment Opportunities

Go to App

Cancel

ABOUT THIS APP

App to display Open Society Foundations' current job openings

Who can see posts this app makes for you on your Facebook timeline: [?]


 Friends ▼

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THIS APP WILL RECEIVE:

- Your basic info [?]

Linked in



LinkedIn Today: See all Top Headlines for You

What a 9-Year-Old Can Teach You About Selling



When Choosing a Job, Culture Matters



To Increase Revenue Stop Selling



All Updates • Shares • Groups • More ▾

Recent • Top • 🔍



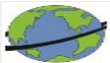
Jane Blackwood is now connected to **Bert Congdon**, Procurement & Supply Chain Expert & Leader, **John Chapin**, Sales speaker, sales trainer - #1 Sales rep in 3 industries - helping you find all the business you can handle, **Michael Mills**, Vice President, Operations at Industrial Packaging and **1 other person**.

Send a message • 25 minutes ago



Ed Daniels is now connected to **Jim Cormier**, Owner, Cormier's Self Defense Academy and **Ken Sawyers**, Vascular Sales Representative at BioMedix

Send a message • 59 minutes ago



Rich McNeil is now connected to **John McNamara**, Regional Sales Manager Lighting Products at WESCO Distribution, **Clark McCain**, Division Energy Solutions DNEA Division at Rexel, **Jennifer Kozak**, IBM and **1 other person**.

Send a message • 2 hours ago



John Kauker is now connected to **Maria Pepe-Williams**, Buyer / Planner at Thermo Fisher Scientific and **Amber Gilman**, Executive Administrative Assistant at Parker Aerospace

Send a message • 4 hours ago



Jennifer Finley is now connected to **Robyn Cote**, Owner, Inspired Interiors by Robyn Cote and **Jeff Solari**, Manager of Business Development at Rudman Winchell, LLC

Send a message • 4 hours ago



Jason Carrozza is now connected to **John Drohan**, Director of National Strategy - Boodabee Technologies, LLC and **Tim Horan**, Owner, Horan Mclean & Horan

People You May Know



Richard Schiloski, owner

[Connect](#)



Kimberly Grassey, Assistant Vice President and Portfolio Manager at

[Connect](#)



Beth M., Commercial Lines Account Manager at Corcoran & Havlin

[Connect](#)



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Women Business Owners

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Online, Accredited Program. Top Ranking University. Download Free Brochure.

Who's Viewed Your Profile?

6 Your profile has been viewed by 6 people in the past 30 days.

15 You have shown up in search results 15 times in the past 15 days.

Your LinkedIn Network

150 **Connections** link you to 2,060,759+ professionals

27,500 **New people** in your Network since April 24

[Add Connections](#)

Job searching on LinkedIn

LinkedIn Account Type: Basic | [Upgrade](#)

Julie Thompson, CRIS [Add Connections](#)

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Job Search

Keywords:
insurance property and cas

Job Title:

Company:

Location:
Located in or near: [▼](#)

Country:
United States [▼](#)

Postal Code:
[Lookup](#)

Within:
50 mi (80 km) [▼](#)

☐ Keep refine selections

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Refine By

Relationship

☒ All Relationships


☐ 1st Connections (38)


☐ 2nd Connections (314)


☐ 3rd + Everyone Else (293)


Company

Sort by: [Relevance](#) [Save](#) **607 jobs**

**Actuary**
The Hanover Insurance Group - Worcester, MA - Apr 10, 2012
▼ 102 people in your network at The Hanover Insurance Group


**Annette Oakes** -
MBA, CPCU, CIC
Business
Development
Manager- Northeast
Region at Hanover
Insurance Group
[1st](#)


**Deborah Mathews**
Finch
VP Talent
Acquisition at The
Hanover Insurance
Group
[2nd](#)


**Dick Lavey**
Regional President,
NorthEast at The
Hanover Insurance
Group
[2nd](#)


[View all 102 people](#)


Property Claims Manager
The Norfolk & Dedham Group - Greater Boston Area - May 1, 2012

**Senior Risk Control Consultant**
Wells Fargo - BOSTON, MA - Apr 9, 2012
► 37 people in your network at Wells Fargo


**Outside Sales Representative**
Liberty Mutual Insurance - Acton, MA; Lexington, MA;
Newton, MA; Westborough, MA - Apr 9, 2012
▼ 92 people in your network at Liberty Mutual Insurance

**Sarah Kelly**
Sales
Representative at
Liberty Mutual
Insurance
[1st](#)

**Trinidad Flores**
Assistant Treasurer
at Liberty Mutual
Group
[2nd](#)

**Santosh Perumbadi**
Director - Product
Strategy at Liberty
Mutual
[2nd](#)

[View all 92 people](#)


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Sports, Charlotte, North Carolina Area
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MiddleOak
Insurance, Hartford, Connecticut Area
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Insurance
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Groups on LinkedIn

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-  **Associated Subcontractors of Massachusetts**

-  **Bellingham Business Association**
    
-  **Business Insurance Agents**
  
-  **Construction Risk & Insurance Specialist (CRIS)**

-  **Insurance Geeks**
   
-  **Insurance Journal - Property Casualty Insurance news & info**
  
-  **The MACC - Milford Area Chamber of Commerce**
   

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-  **Independent Insurance Agents of Illinois**
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Innovative online study: addiction in families, psychopathology, biology
-  **MIT Sloan One Year MBA**
Developed for Mid-Career Executives. Change the Face of Your Business.
-  **UNC's Top MBA Online**
Innovative Online Format & World-Class Faculty. Learn about MBA@UNC.

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**Julie**
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**Bobby Labonte** @Bobby_Lab...
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**Taraji P. Henson** @TherealTar...
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4 new Tweets

**JR Motorsports** @JRMotorsports 28m
Vote for [#DaleJr](#) to win the 2012 Sprint Fan Vote so you can watch him race in the All-Star event on May 19! [x.co/j0W9](#)
Expand

**Michael Waltrip** @mw55 43m
Costly putt [@dennyhamlin](#) [pic.twitter.com/i9DNUXGW](#)
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**Bob Pockrass** @bobpockrass 53m
Drizzling. Track drying could begin soon. Would need a good shift of storm from the south to get Nationwide practice in today. [#nascar](#)
 Retweeted by JR Motorsports
Expand

Things to know about...

Social Skills and Interviewing

- **Attitude matters:** Upbeat always when in person right? Well same goes for online.
- **Show, don't tell:** Let them know what you have done to remain relevant. Classes taken, networking events attended.
- **The Social factor:** Tell them about your Linked in, Facebook and Twitter accounts and how you have used them to network and “follow” or “Like” their company.
- **How well do you know them:** Research is key to finding out about the company you want and interview from.