

Emina has a follow-up appointment with the student counsellor, Marie. They talk about networking, cold calling and volunteering, as means of finding work. Marie speaks with her friend, Gemma, about possible voluntary work for Emina.



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- Narrator** Podcast 4, networking, cold calling and volunteering.
Emina meets with Marie to discuss her job seeking progress.
- Marie** Hi Emina, come in.
- Emina** Hi Marie.
- Marie** So, how are the job applications going?
- Emina** Good thanks. My application for Kmart is almost ready. My friend Nick is giving me a hand. I just need to write a *resume*.
- Marie** Great start. It's good to ask friends for help. They can also help you network.
- Emina** Network?
- Marie** Yes... make other contacts. Talk to lots of people and tell them you're looking for work. The more people you talk to, the more chance you have of finding a job. That's networking.
- Emina** Well, I've also talked to Tom, he's Nick's friend who works at Coles.
- Marie** Good... see... you've started already. You can also try *cold calling*.
- Emina** What does that mean?
- Marie** You go to shops directly and ask for the manager... and say you're looking for a job.
- Emina** Oh, I went to Baker's Delight with Nick. He showed me what to say. Then I was very brave and went into Target.
- Marie** Excellent. You actually need to take your *resume*, when you go cold calling, and be prepared to leave a copy if they're interested. And you need to present yourself well. Have you been able to organise a couple of referees?
- Emina** Oh, no, not yet. Would you be able to be one Marie?
- Marie** Sure, you can put my name down. You can also ask the library teacher. She can help you with your *resume*, too. She has some models you can look at.
- Emina** OK.
- Marie** I found some websites for you on TAFE courses in Retail, and in Fashion Design. Here, I've printed them out for you.
- Emina** Thank you Marie. This is so exciting!
- Marie** And you can always do volunteering as a way of getting some work experience. I have a friend who has a stall at Camberwell market selling clothes. I'll talk to her, if you like.
- Emina** That'd be great.
- Marie** Actually, I'll call her now... see if she's got any ideas.
- Gemma** Hello.
- Marie** Hi Gemma, it's Marie here.

- Gemma** Hi Marie.
- Marie** Look, I've got a student here who's interested in fashion and wouldn't mind volunteering somewhere to get a bit of experience. Got any ideas?
- Gemma** Well, you know I've got a stall at Camberwell market. I was so busy last week...I wouldn't mind an extra hand this Sunday... if she wants to get up early that is... we gotta be there at 6. Um, I'm happy to help her, but you know I couldn't afford to pay her.
- Marie** Sounds good. I'll check with her and call you back.
- Gemma** OK. Bye
- Marie** See you.
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- Marie** Emina, my friend wouldn't mind a volunteer to help with her stall at the Camberwell market this Sunday. But it's a 6am start. Would you like to do it?
- Emina** Sounds good but I'd have to check with mum.
- Marie** Well, explain that experience is important when it comes to landing a job. Voluntary work shows you have independence and are serious about working in the industry. It looks good on your *resume*.
- Emina** Can I tell you tomorrow?
- Marie** Sure, I'll call Gemma back when you let me know.