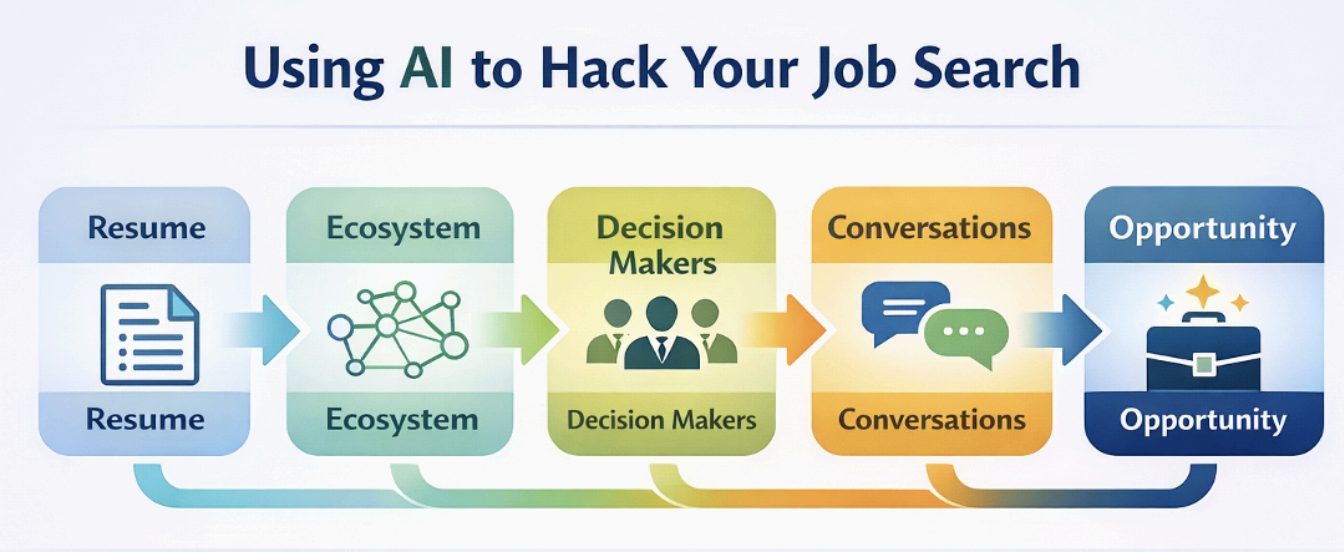
AI + NETWORKING



AI will not get you a job. **People get jobs through conversations.** AI simply helps you **prepare faster and smarter.** The process below shows how to use AI to move from **resume → ecosystem → people to talk to.**

Step 1 — Start With Context

You must have foundational knowledge to build excellent context. Context is key to the best results. AI works best when it understands **who you are**.

Open ChatGPT and upload or paste your resume.

Prompt:
Here is my resume.

Based on my background, summarize my key skills, experience areas, and types of roles where I could create the most value.

Why this matters:
This helps AI **understand your experience and strengths** before giving advice.

Step 2 — Identify Your Target Ecosystem

Instead of searching for job postings, identify **industries and organizations where your work happens.**

Prompt:
Based on my resume, what industries or sectors might value this experience?

Focus on organizations in the Raleigh–Durham–Chapel Hill region.

Follow-up prompt:
What organizations in this region operate in those industries?
List at least 10 organizations.

Now you are seeing the **landscape**, not just job postings.



The Golden Rules

AI prepares you. People hire you.
Iterate. Iterate. Iterate.
Verify. Validate. Vet.

Step 3 — Map the Ecosystem

Look at how the organizations connect.
Example ecosystem (Healthcare in the Triangle):

- ***Health Systems***
  Duke Health
  UNC Health
  WakeMed
- ***Biotech & Pharma***
  IQVIA
  Labcorp
  GSK
  Biogen
- ***Research & Academic Medicine***
  UNC School of Medicine
  Duke University
  NC State Life Sciences
- ***Health Policy & Insurance***
  Blue Cross Blue Shield NC
  RTI International

This helps you see **where the work is happening.**

Step 4 — Identify Decision Makers

Jobs are often created by **people responsible for the work**, not recruiters.

Prompt:
Within these organizations, what leadership roles are responsible for workforce strategy, talent development, or organizational development?

Example roles:
• VP Talent Strategy
• Workforce Development Director
• Organizational Development Director
• HR Strategy Leaders

These are the people closest to hiring decisions.

Step 5 — Prepare for Conversations

Before reaching out, use AI to understand the organization.

Prompt:
What workforce or organizational challenges might this organization be facing based on its industry and size?

This prepares you to ask thoughtful questions.

Step 6 — Draft a Conversation Request

Your goal is **not to ask for a job.**
Your goal is to ask for **insight.**

Prompt:
Write a short LinkedIn message requesting a 15-minute conversation to learn about workforce challenges in this organization.
Keep it professional and respectful.

Example:

> I'm exploring workforce development in the Triangle healthcare ecosystem and would value learning about the challenges your organization is seeing. Would you be open to a short conversation?

The CareerPro Rule

Do not ask for a job.
Ask for **insight**.
Insight leads to relationships.
Relationships lead to opportunity.

The Formula to Remember

AI + Networking = Opportunity

Step 1: Clarify your strengths
Step 2: Map your ecosystem
Step 3: Identify decision makers
Step 4: Prepare for conversations
Step 5: Build relationships