



Austin Belcak ✓

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My client had applied to 500+ jobs.

She got zero interviews.

We teamed up and 2 months later?

She scored:

- Multiple interviews
- An offer from an F100 company
- \$100,000+

What changed?

She stopped applying online.

And used this 11 step process instead:



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1/ She Shifted Her Energy

After 500 apps and no results?

She stopped investing in a system that wasn't working.

Instead, she looked at the data.

She saw that 40%-80% of hires come from referrals.

So she reallocated 100% of her energy towards building relationships.



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2/ She Narrowed Her Focus

Instead of applying to whatever new jobs were posted that day...

She created a specific list of targets.

It had 15 companies on it.

Now she could deeply invest in that list to understand their goals, challenges, initiatives, etc.



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3/ She Researched Like Crazy:

- Listened to earnings calls
- Tuned into interviews / keynotes with execs
- Reviewed financial statements
- Read forecasts from analysts
- Combed through reviews
- Spoke to customers and users
- Used the products herself (when possible)



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4/ She Identified Angles

As she researched, she asked herself 3 questions:

1. Is there a challenge that I can help the company overcome?
2. Is there an opportunity I can help the company capitalize on?
3. Is there an initiative that I can help boost or improve?



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5/ She Built A List of Contacts

She aimed for 10-15 at each target company.

They had to meet 2 of 3 criteria:

- Be on the hiring team
- Be able to influence her ability to get hired
- Be able to provide info on challenges / opps / goals

She used LinkedIn to find them.



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6/ She Made It About Them

Her first email wasn't, "can you refer me in?"

She engaged with their content.

Complimented their personal blogs.

Recognized career changes.

If you want 15 minutes of someone's time?

Show them you spent 15 minutes to earn it.



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7/ She Went Deep On Discovery

She used her interactions to learn.

She asked contacts about the challenges they faced.

The goals they had.

The initiatives their team was rolling out.

Then she compared that to the angles she'd identified.

When one clicked?

She doubled down.



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8/ She Crafted Her Pitch

She turned her angle into a pitch deck.

She introduced her major value add on the first slide.

Next, she validated it with industry data or customer feedback.

Then, she outlined her ideas.

Finally, she outlined her background and why she was a fit.



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9/ She Sent It To Her Contact

"Hey [Name],

I've been thinking a lot about our conversation last week. Especially [Challenge / Goal / Initiative].

I put together a deck with some quick ideas for you, attached here.

Let me know if you want to chat through it!"



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10/ She Asked For The Referral

After her contact had seen the deck, she made the ask.

If their company had any roles that might be a fit for her skills?

She'd appreciate it if they kept her in mind.

They usually found something.



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11/ She Had The 1,2 Punch

Now she had an interview.

A with that interview?

She had an advocate who was going to bat for her.

She also had a pitch deck that she could leverage in each of her conversations.

Those two things create an incredibly high interview to offer rate.

Want This System Tailored To Your Search?

This system took our client from 500 apps and no interviews → multiple interviews and a \$100K+ offer from a Fortune 100 company (in just 60 days).

We'll help you build a system that delivers:

- ✓ Value-Aligned Offers
- 💰 Average Raise: \$44K+
- 🕒 Avg. Time To Offer: 3.5 Months
- ★ Satisfaction Rating: 9.5 / 10

(Limited spots available next week):

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