

## Montclair man's job search garners national attention

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Stephen Shub is a man who undoubtedly enjoys interacting with his community. The 58-year-old married Oakland resident is the congregation president of Temple Beth Abraham. The father of two daughters, 18 and 21, is also a coach and referee for the Montclair youth soccer club. In his last two management positions, overseeing information technology at Bay Area colleges, he said he enjoyed the camaraderie and collective sense of purpose.

"I'm better in a team position," said Shub.

When it comes to looking for a job, however, he doubts that person-to-person networking will reap results. Instead, he combs job boards and uses the Internet to track down employment opportunities. On average, he sends out about seven resumes a week. He's been looking for work for more than a year.

Career coach and author Joel Garfinkle, who is frequently called upon as an expert by national media, said he plans to help Shub network in ways that will help him land a job.

"It's a common problem. Every client spends almost 90 percent of their time on the Internet and less than 10 percent networking," said Garfinkle. He added that the reason job searchers invest so much time sending out resumes is it makes them feel productive.

Shub has been paired with Garfinkle, whose office is in Montclair, by Parade Magazine for a special ongoing feature called, "The Job Hunt," which was launched in the magazine's "What People Earn" issue on April 11. Readers will be able to follow online as five people chosen from across the country, including Shub, look for a job. Nationally, one in 10 adults is unemployed, the percentage is the same in the San Francisco Bay Area, according to federal data.

Garfinkle and Shub plan to meet once a week as well as communicate by phone and e-mail.

Shub, who goes to his desk daily to do his job, "looking for a job," said he was hired for his last two positions after submitting resumes through the Internet, so he's still skeptical of how networking could work for him in his area of expertise.

Garfinkle tells the story about one client, who was employed at Cisco systems but was ready for a new opportunity. She "networked her butt off," he said, going to association meetings and following up contacts with hand delivered resumes. However, she "didn't fully get how much of her network she needed to use," Garfinkle said.

"When someone says, 'how are you doing?' instead of saying, 'fine, what's up with you?' say 'I'm looking for a job'," he advised. She tried it during casual conversation with another mother at her child's preschool and made a connection that helped her land her dream job at Google, he said.

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