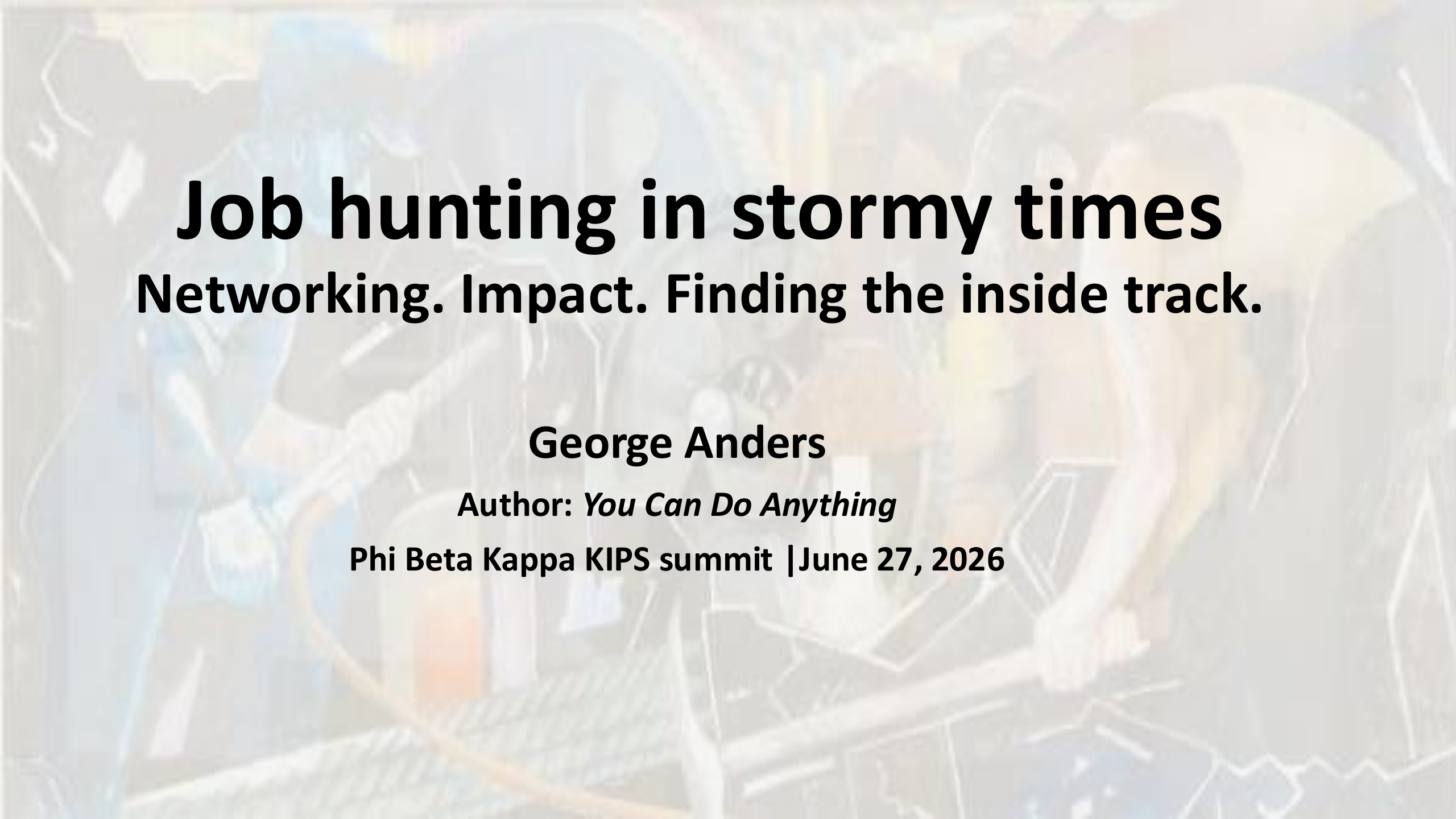




Job hunting in stormy times

Networking. Impact. Finding the inside track.

George Anders

Author: *You Can Do Anything*

Phi Beta Kappa KIPS summit | June 27, 2026

Curious about public-service jobs?

Three recent grads have stories to share



Kwani-Fawn Marcellay
National Indian Health Board
Anthropology, Reed, '24



Pedro H da Silva
Quoin (publishing)
Economics, Reed, '18



Sara Artiga
Congressional fellow
Business, SJSU '26



“I was propelled a lot by spite. [My college] wasn’t made for me, but I decided: ‘I’m going to make it work for me.’”

Kwani-Fawn Marcellay, Member of the Colville Confederated Tribes

Building a Resume

Server, Spitz Mediterranean Food

Intern, Portland Indian Health Board

Legislative Fellow, Rep. Hoyle (DC)

Hatfield Fellow, U.S. Congress

Policy Fellow, Nat'l Indian Health Board





“There are a lot of well-paying jobs in consulting, but they strip away any impact you can have. There are lots of impactful jobs, but they don’t solve our financial constraints.”

Pedro Henriques da Silva

Building a Resume

Teacher, Teach for America

Investment Analyst, GEM

Consultant, GEM

Director, Sierra Club, Shifting Trillions

Founder: Quoin.pub





“You get a whole wave of rejections [applying for jobs.] You just have to keep sending it in. At some point, just when you’re expecting another “No,” somehow you see “Congratulations!” and an exclamation mark.”

Sarah Artiga, Congressional Hispanic Caucus

Building a Resume

Campus brand rep: Hollister

Co-founder: Assn. of Latino Professionals/SJSU

Intern: San Jose City Council

Full committee intern: U.S. Senate

Legislative Fellow: Congressional Hispanic Caucus



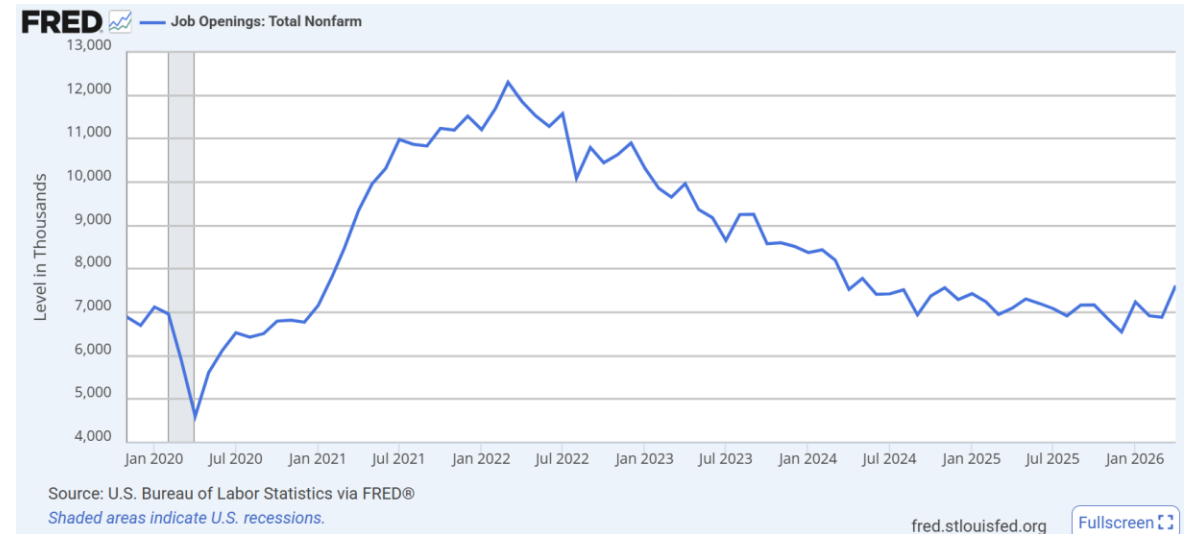
Job-hunting 2026: What does the data tell us?

Hiring is still happening

Competition for many jobs
is ridiculous

The hiring process is
opaque

The hot job market of 2022 has retreated to pre-Covid norms





Even USAJobs combines hope and frustration

- Registered job seekers: **6.4 million**
- Current job postings: **28,438**
- Candidates-to-jobs ratio: **228:1**



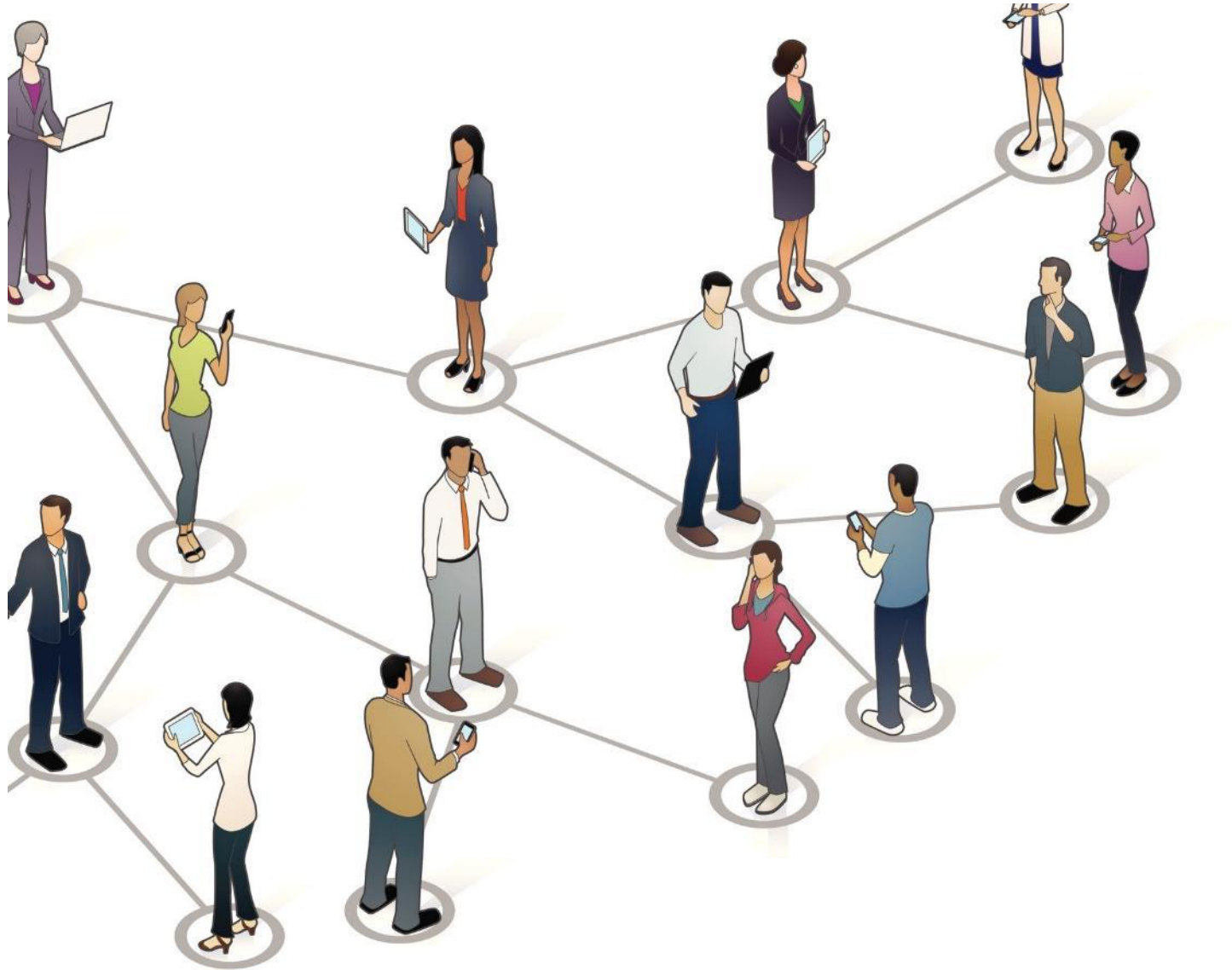
Meanwhile,
AI keeps
adding to
our
anxieties

“With artificial intelligence making everyone’s resumes look so similar, it becomes increasingly important to make a connection with someone.”

**-- Lori Gaston, Kenyon College
career services**

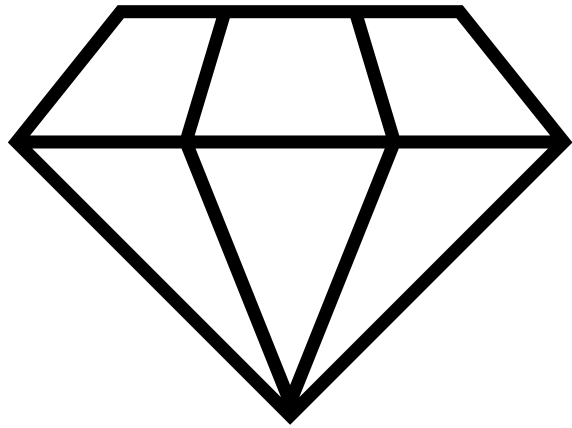


So, how can you avoid being seen as just a “typical candidate”?

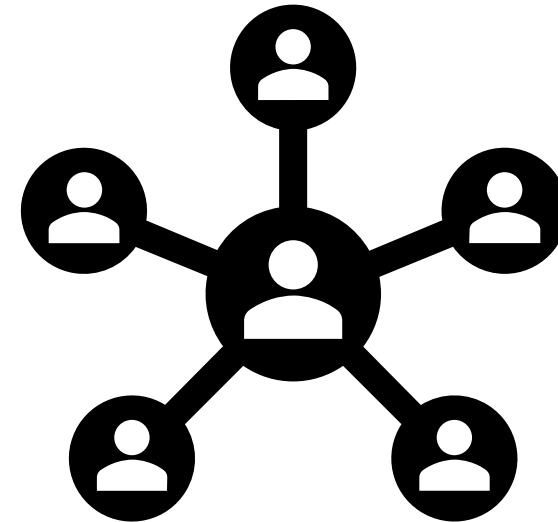


Two ways to improve your odds

Skills



Job-market Ingenuity



What's stressful about networking?

- * I don't know anyone important
 - * Networking can feel really awkward
-



Getting started: your network is bigger than you realize



Alumni from your college



People from your hometown



Anyone connected to your clubs and volunteer work



People with ties to other memorable places in your life



People who see what you publish/create



Anyone intrigued by your social media presence

“Peer networking can take you farther than pursuing people at a higher level.

“You create camaraderie. Go somewhere cheap for drinks and apps. Be a real person – not just a human LinkedIn page.”





What types of people are you trying to meet?

First: **connectors and big-picture specialists**. You'll enjoy them and they'll like you. They'll get you started.

Second: People at **the types of organizations** where you'd like to work. They can help open doors

Third: **Extra recommendations** from people already in your network. "Who else should I be talking to?"

Even with government jobs, informal contacts can surface openings no one else sees



After college, Kevin Greer was a non-Ivy grad seeking a State Department job

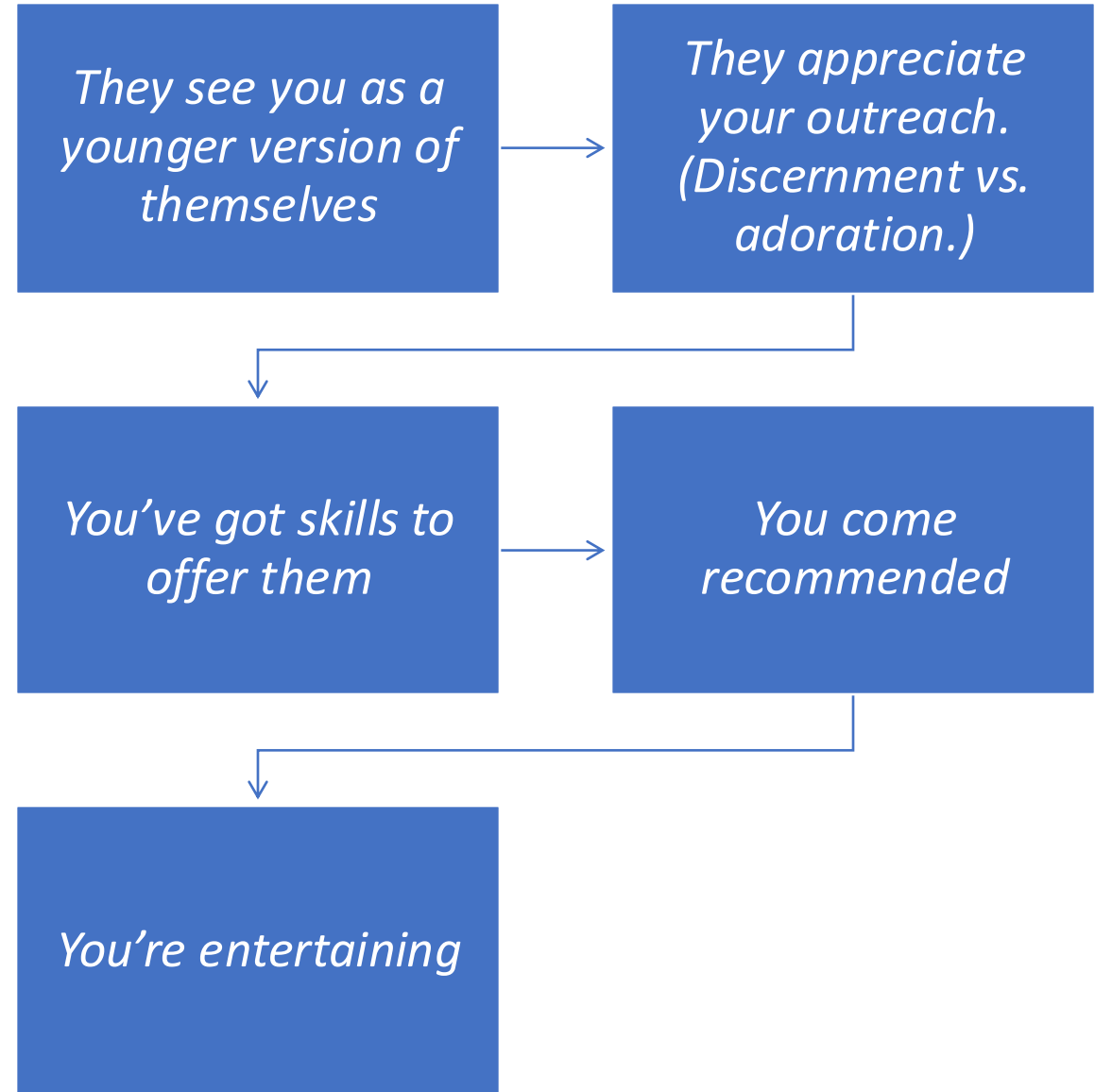


When hiring managers wouldn't reply, he chatted up the administrative staff



It took a while, but Kevin got a winning invite for a six-week opening on the Cuba desk.

Why would busy people spend time with me?

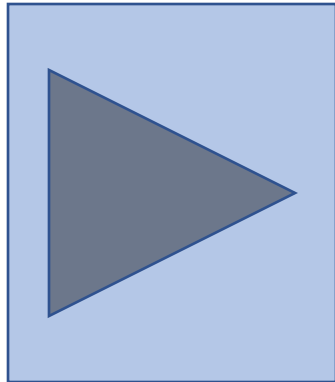




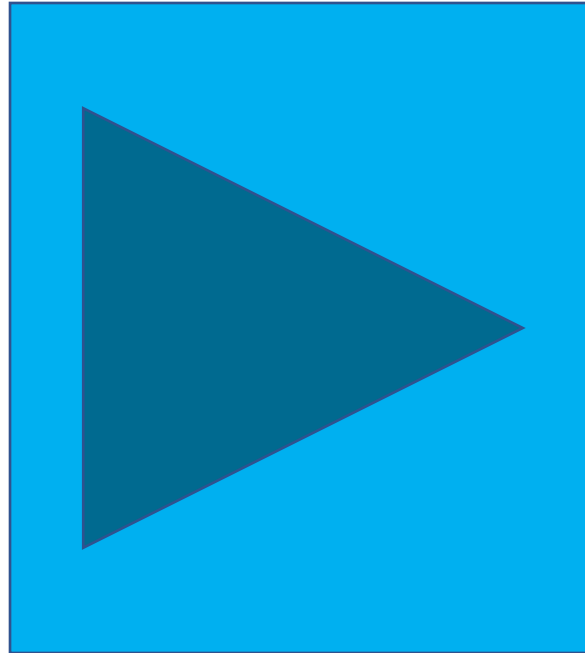
Where might you want the conversation to go?

- Base case: I'd like to learn about opportunities in your field. Can we chat a little?
- A variant: tell me your story of "How I got here."
- When they're ready: What ways I could join your organization?
- Could I shadow you for an afternoon on the job?
- Could you critique my work?
- Most ingenious ask: Could you come talk to our campus or alumni group?

A New Era Compels New Job-Hunting Strategies



Researching
30%



Meeting People
50%



Shipping Resumes
20%

Even imperfect networking takes you farther than cold-applying to job ads

1 in 152 Odds of Winning a Job



1 in 16 Odds of Winning a Job

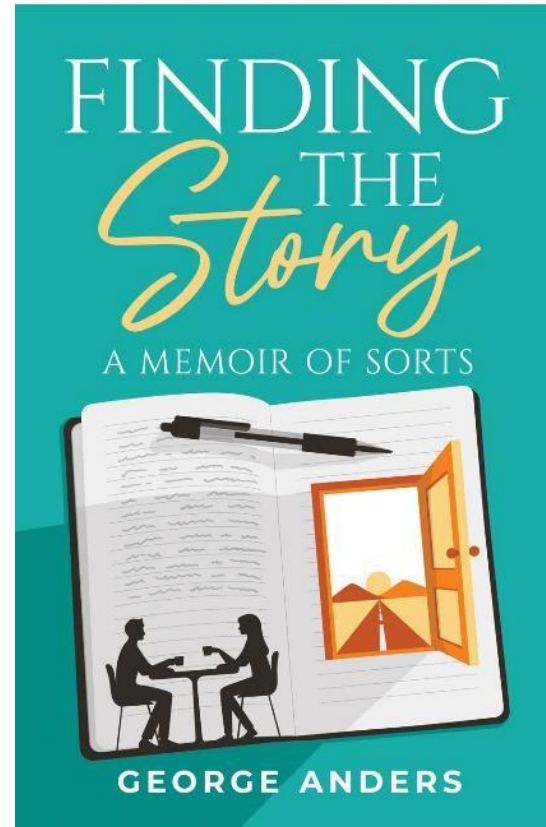
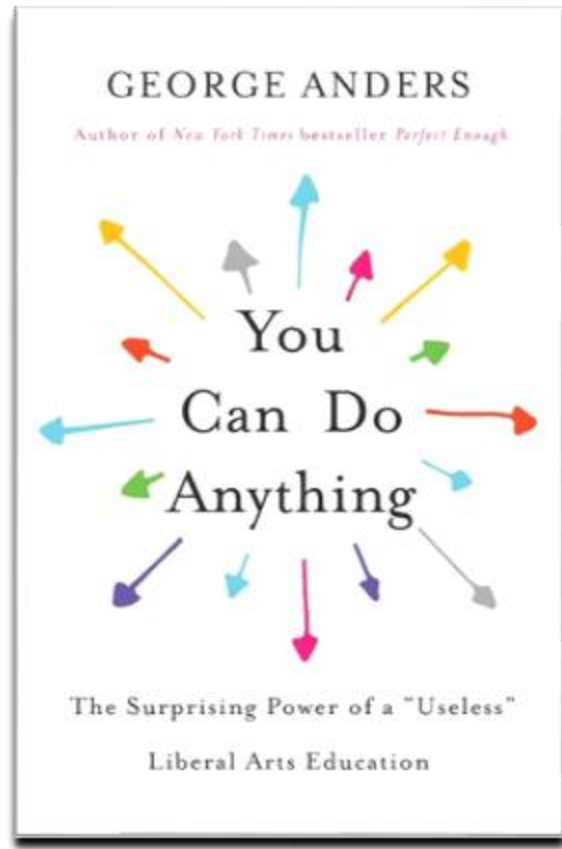


Source: Lever Inc. survey of 4 million job actions

Remember: Success is not as far away as it
might seem



Looking for examples of how this all clicks?
I've shared a lot more in these two books





Follow up? Any time!

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