

## The Savvy Networker

Excerpted From an Article By: Liz Ryan, Yahoo! HotJobs

The 2009 job market is very different from job markets of the past. If you haven't job-hunted in a while, the changes in the landscape can throw you for a loop.

One of the biggest changes is the shift in what constitutes a strong [resume](#). Years ago, we could dig into the Resume Boilerplate grab-bag and pull out a phrase to fill out a sentence or bullet point on our resume. Everybody used the same boilerplate phrases, so we knew we couldn't go wrong choosing one of them -- or many -- to throw into your resume.

Things have changed. Stodgy boilerplate phrases in your resume today mark you as uncreative and "vocabulary challenged." You can make your [resume](#) more compelling and human-sounding by rooting out and replacing the boring corporate-speak phrases that litter it, and replacing them with human language -- things that people like you or I would actually say.

Here are the worst 10 boilerplate phrases -- the ones to seek out and destroy in your resume as soon as possible:

- Results-oriented professional
- Cross-functional teams
- More than [x] years of progressively responsible experience
- Superior (or excellent) communication skills
- Strong work ethic
- Met or exceeded expectations
- Proven track record of success
- Works well with all levels of staff
- Team player
- Bottom-line orientation

You can do better. What about adding a human voice to your [resume](#)? Here's an example:

**I am a Marketing Rep who's driven by curiosity about why agents place business with one carrier over another. At (Current Company), I developed agent surveys to uncover the real reasons why an agent might choose our competitor over us. As a result, our volume went up X%, and our success and retention ratios improved X%. I am equally comfortable on a sales call or deeply analyzing the performance data of my territory, and up to speed on both traditional and cutting edge market research tools and approaches. I am fascinated by and devoted to understanding our marketplace every day, and have focused this energy to help my company grow dramatically.**

You don't have to write resumes that sound like robots wrote them. A human-voiced resume is the new black -- try it!