

# faq's

## Why should I be a Connector?

Becoming a Connector is a way to explore the hidden talent in Halifax. Our labour force is depleting as professionals retire and recent graduates are choosing to move away from Halifax. Making a connection to skilled professionals who have worldwide ties and are ready to work will give your business a competitive advantage in today's economy.

## How do we meet?

The Partnership will schedule the first meeting between the newcomer and the Connector. After the initial meeting, the newcomer will be provided with the Connector's contact information and is responsible for setting up a meeting time and place.

## Where do we meet?

The meeting takes place face-to-face in a convenient location for you.

## How long does the Connection take?

The connection is a short, informal meeting that may take about 30 minutes.

## What happens at the first meeting?

Some topics to discuss may be:

- Industry backgrounds, skills and areas of expertise
- Industry related news
- Current Market Demands
- Hidden Job Opportunities in Greater Halifax
- Offering support and advice to someone new to the city
- Cultural learnings and community development
- The importance of the next three contacts

## Who are the referrals?

Referrals are anyone in your industry or within your organization who would be appropriate to meet with a newcomer. This may be someone with an HR background, or someone who is looking to fill a job vacancy

## How do I become a Connector?

Visit [immigrationworksinalifax.com](http://immigrationworksinalifax.com) to learn more about the initiative or call 490-6000 to make the connection happen today.

**SKILLED IMMIGRANTS CAN BE VALUABLE RESOURCES**  
for understanding product and service needs in ethno-specific markets. They can also provide a competitive advantage by improving networks and relationships, by speaking a variety of languages and adding diverse perspectives, experiences and skills sets to the workforce.

ideas  
needs  
people  
need  
opportunity  
needs  
growth

## GREATER HALIFAX PARTNERSHIP

The Greater Halifax Partnership is the catalyst for economic growth and confidence in Greater Halifax, the economic hub of Atlantic Canada. In response to the pending labour shortage, we have created the Greater Halifax Talent Strategy. One of the key pillars of the Strategy is the attraction and retention of immigrants and is crucial to the future growth of Greater Halifax.

The Halifax Connector Program is made possible with the support of The Nova Scotia Office of Immigration and Assisting Local Leaders with Immigrant Employment Strategies (ALLIES), a project of Maytree and The J.W. McConnell Family Foundation.

success  
needs  
vision  
needs  
ideas  
needs  
people  
need



## the halifax **CONNECTOR** program

OPENING DOORS,  
BORDERS AND OPPORTUNITY

**GreaterHalifax**  
PARTNERSHIP

## What is connecting?

THE HALIFAX CONNECTOR PROGRAM PUTS NEWCOMERS TO OUR CITY DIRECTLY IN TOUCH WITH BUSINESS OWNERS AND OPERATORS, MANAGERS, CIVIL SERVANTS, COMMUNITY LEADERS ... PEOPLE LIKE YOU.

Halifax needs people. There is a pending labour shortage, and we need to grow. One way to grow is to attract newcomers and make sure they decide to stay.

The Halifax Connector Program is a simple but effective referral process that puts newcomers in touch with people like you so they can join our workforce and settle successfully in our community.

It's no secret, people go where there's opportunity. The Connector Program helps people identify opportunities and seize them.

By opening your door to a newcomer, you'll reach across borders and find new opportunities together.



### WHO ARE CONNECTORS?

Connectors are people in a community who know large numbers of people and are in the habit of making introductions. Connectors know people through social, cultural, professional, and economic circles, and have a special gift of bringing people together who work or live in different circles.

### HOW TO CONNECT

- The Connector Program will match newcomers with Connectors in the same industry
- A newcomer will contact you to set up an informal meeting at a mutually agreed upon place
- After the meeting, Connectors refer the newcomer to three appropriate contacts in their industry, and each of the contacts will be asked for three more
- It's up to the newcomers to follow-up with Connectors and begin to develop their business network

### CONNECTOR'S ROLE

- Meet with a newcomer
- Listen, ask questions
- Share knowledge of current market demands and the skills required in your field
- Help them become a part of your network; introduce them to relevant contacts in your industry
- Be honest; provide feedback to the newcomer through the Halifax Connector Program Project Coordinator

### CONNECTOR BENEFITS

The Halifax Connector Program gives you access to the global marketplace by putting you directly in touch with skilled newcomers to our community. By getting involved you help yourself, you help a newcomer and you help Greater Halifax become a welcoming community.

You can learn about new cultures, understand and help break down barriers newcomers often face - all while helping your industry and our city to grow.

### HOW CONNECTING WORKS | WHEN THE RIGHT OPPORTUNITY EXISTS, EVERYONE BENEFITS

“ I was proud to be the first Halifax Connector, but I am only one of thousands of well-connected people who can help talented immigrants expand their business networks. It seems like a natural thing to do. If many people pitch in and share their connections, they'll be helping not only the person seeking employment, but themselves and the economy as well. ”

- Pat d'Entremont,  
Partner, Nicom IT Solutions Inc.

In Nova Scotia there will be over **63,000** job openings through retirement and the creation of new jobs over the next **5** years

Many employers in HRM are experiencing critical skill shortages and hiring immigrants to meet their Labour demands