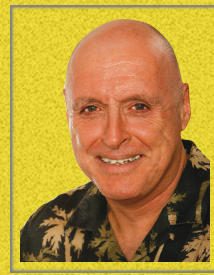


# THE EXTRA POINT

BY JERRY ROBERTS



## # 8 “You Need to Hire Me”

His name was Chris and he was a game changer, and I'll never forget when he forced me to hire him...I'm Jerry Roberts and I'll tell the story, next, on The Extra Point.

It was in the late 1990s and my little company was creating events like the Guam Housing Expo and Guam Business Show. It was a ton of work and I'd done it with a very small crew.

Realizing I needed a full-time event manager, a highly organized problem solver who maximized each day, I ran an ad and hoped for the best.

We got several applicants and began to set up interviews. Then I got a call from a guy named Chris. He was a former Marine Corps human resources specialist. In essence he said the following:

“I don't know everything about your business, but you can teach me. One thing you can't teach is what I bring — energy and desire. I'm well-organized, nobody outworks me, and I want this opportunity. If you want someone who will get up and get after it every day, then I'm your guy. I'm ready to go right now. You need to hire me.”

I was stunned. Nobody had ever told me I needed to hire them. I wanted to do it right then and there, but I had the other applicants to go through, so I held him off and went through the process.

Conducting the interviews I kept thinking about Chris, plus he called again and told me I needed to hire him, and I had this uneasy feeling that someone that aggressive would certainly be pitching himself to other

companies, and maybe I'd miss out on a potential star performer.

When the last interview finished I immediately phoned Chris and offered him the job. He took it and I'll simply say that in the two years he was with us before moving to the mainland, he was everything he had advertised, and more. A tremendous asset.

So, would every employer be open to that level of aggressiveness? Maybe not but I know a whole lot of them who would love it. If you can back up your words with action, why not take a shot?

One more thing. If you go this route make sure when you do your pitch for the job that you're asking the person who can actually make the hiring decision.

Telling the assistant that they need to hire you won't get it done. Save your best and most powerful approach for when you're face to face with the person who will be your boss. That's when you can really score the key points to help you land the job.

That's The Extra Point. Get out there and make something good happen today. For 93.3, I'm Jerry Roberts.

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