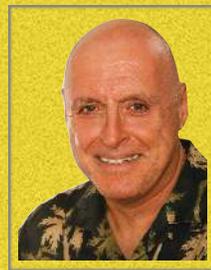


# THE EXTRA POINT

BY JERRY ROBERTS



## # 119 What to Do Right After Your Job Interview

Are you thinking of changing jobs? Maybe you're applying for a new position now. I'm Jerry Roberts and let's talk about what you should do right after your job interview, today...on The Extra Point.

CNBC contributor and business author Suzy Welch, says that when it comes to impressing a potential employer, performing well during the interview is only half the battle.

Welch says, "It's actually what you do *after* an interview that can make or break your chances of getting an offer."

She listed three things that every candidate should do within 12 hours of their interview, plus one big one to avoid, and I may disagree with her a little on that one. Here we go.

1. Write a thank you note. Absolutely. Most people won't do it so it separates you from the pack right off the bat. Not an email, not a text message. A handwritten note. You can get a box of such notes at any office supply store. It doesn't have to be fancy. Write a few words to thank them for their time and you look forward to the opportunity to work with them.

2. Edit your social media accounts. This is huge. Social media can and will come back to bite you on the backside. If you've got stuff in your Facebook or Instagram accounts that you wouldn't want a hiring manager to see, then hit the delete button. I can't overemphasize this. Companies, especially the best places to work, look carefully at social media. They don't want to hire people who might be the wrong fit for their organization. They are looking for reasons to cross people off the list, to develop a smaller number of the best candidates. If you've got posts in your social accounts that your grandmother wouldn't approve of, you should edit them out.

3. Connect on LinkedIn. Being there is an indicator that you're serious about your career. Send your interviewer an invitation to connect there. Welch recommends to personalize the invitation with a note, letting them know you enjoyed meeting them and hope to meet up with them again.

4. Here's the one she suggests that I'm not sure I totally agree with. She says, "Don't stalk the interviewer." People hate waiting for that phone call and start calling the interviewer, sometimes every day. Welch is right here, don't pester the people who interview you. They're busy and a daily call from you is not going to speed up the process. In fact, it may be a reason to kick you off the list.

"But Jerry, you said you disagreed with her." Yes, and here's how I see it. At the end of the interview ask, "When will you be assembling the final list of candidates?" Whatever time frame the interviewer gives, call a few days ahead of that. Ask how it's going, if the timeline to make the decision is still on course. If you've made a great post on Facebook or LinkedIn that talks about business, this is a good time to call and ask if it's okay to send them a link. You might catch them in the middle of that decision and they may ask you more questions. I think it's okay to be a little aggressive in pursuit of a job. Let yourself stand out. Do these things and you'll appear eager, not desperate.

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

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