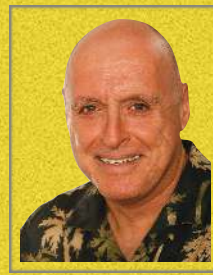


THE EXTRA POINT

BY JERRY ROBERTS



286 The Plan to Get Hired Sooner — Not Later

Do you know someone who is looking for a job? Maybe it's somebody in your family, or a friend. Maybe you? Would it be okay if I give you a plan to get hired, and sooner rather than later? I'm Jerry Roberts and today, the way to get on the payroll, next, on The Extra Point.

What I'm going to outline in the next couple of minutes is a plan to get hired in the shortest time possible, and it works in most cases, whether the jobseeker is a frontline worker or in management.

The goal here is simply to land a position we'll be okay with. It likely won't be our dream job. If you've got a slew of certifications and you'll only accept a job in a very narrow classification, or you're a CEO and you won't go for anything less, this probably won't work for you.

I'm also going to assume one knows how to put together a resume and can do a decent job in an interview. If this is not the case, there are a ton of online resources that can help. Okay, here we go. Remember what I say next: getting a job is a full-time job. Full time. You go at it all day, Monday to Friday, until you're hired. Most people don't, but you will.

1. Decide which positions you'll apply for. Let's say you have experience in the medical field, restaurants, and freight companies. Decide if you'll apply in one category only, or multiply your chances by adding more. Of course, you'll create separate resumes for each if you do.

2. Tell your friends and family members you're looking for work, and ask if their employer has any openings, or maybe a client or vendor does. You can send private messages to people on Facebook, asking them for help.

3. Make a list of every company you'd like to visit in each of the categories. Then, go to Google Maps and print out the areas you want

to work in. Find the companies on the map and write them in. Now you know where you're going. Grab your resumes, it's showtime.

4. Be at the first company at 8 a.m. Ask for the HR manager. Whether you meet them or an assistant, let them know you're inquiring about open positions and you're available immediately. If they tell you to fill out an application, let them know that you've got a number of companies to visit, but if they have a position they want to fill right away, you'll take it with you and bring it back later. Try to get them to answer that question about open jobs. If they ask to interview you on the spot, go for it. This is the routine you'll repeat 10, 20, 30, 40 — who knows how many times? — over the next few days, or weeks. What did I say? Getting a job is a full-time job. If you need one now, it's a numbers game.

Be aggressive in your pursuit, be engaged in your interviews. Let people know you like to roll up your sleeves and get busy.

When you land interviews, and you will, do some work online to find out something about each company. That alone will separate you from the average applicant. Something else, at the end of each interview, ask for the job. Would you believe, most people don't?

This is Extra Point # 286. You can download it at guamtraining.com and take it on the road with you. One more time. Getting a job is a full-time job. Treat it that way and you should be okay.

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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