



Getting a Job is About Instilling Trust and Being Persistent

By: Kelly Graves “The Corporate Therapist™”

When “job-hunting,” your objective isn’t to “look for work” and respond to 46 employment ads, your objective is to fill a need and get a face-to-face interview so that you can have the opportunity to sell yourself to the decision makers. Therefore, your resume cannot get you a job, its sole purpose is to get the HR office clerk or the bosses secretary to place your resume in the “worth your time to read pile” versus the “don’t waste your time pile.”

Before you get started with the resume, however, you must have a very important discussion with yourself. List all or at least 50 things you have done or do well in life. Hobbies-past and present, friendships, little league, girl scouts, sports, and job skills. Basically get your mind, body and spirit in the right place to start the process of promoting and selling you. If you are not totally “sold” on you, no one else will be either. This is a small piece of the puzzle, but the most important piece, so do what it takes to get sold on you. During this “looking for a job” phase of your life, I would suggest you take 15 to 30 minutes every day to read your list or update it. Take care of your mind, spirit, and outlook and the rest will go fine.

1. From your previous list, refine and alter it so that these successes you possess are translated into job skills. You may have been the volleyball or baseball captain in high school. Then you possess leadership skills. Mentally tap into this feeling of leadership and confidence. Sell yourself on this and project this confidence during interviews.
2. Create multiple resumes and cover letters ahead of time that target specific job skills you possess. Once a job listing is found that requires skills that you possess, you must then edit the resume specifically for the job, skill sets they desire, company, and the person to whom you are sending it. Give them a reason to take time out of their busy day to read about you and call you in for an interview.
3. Contact 6-10 people that you can use as references and encourage them to write you a letter of recommendation in the next 3-5 days. Now when you provide a resume you are armed with a resume specifically written for the employer, 6-10 recommendations, and references employers can call.
4. Be diligent. People who went against the odds while job-hunting and simply chose not to give up have created remarkable success stories. Be single-minded and unwavering in achieving your objective. Disregard the fear mongers about there being a recession. If

you have any doubts, drive by a mall, do you see cars? Then people are still spending money.

Potential employers hire people they trust and your resume is the first step in this process. The resume cannot get you hired. Its sole job is to instill confidence and secure you an interview. Once face-to-face, it's your job to sell the potential employer on how you can solve her problems with your technical skills and attitude, and then close the deal. The steps that come in between these involve mentally getting yourself in the game, make a sellable list of services that represent you and will benefit others. The most important skill is to believe in yourself and your skills. You must believe that someone, right now, wants those skills to fill a need for them. Believe it, because it's true.

For more information, please visit <http://www.ProfitWithIBS.com> .