



### Clinch The Interview With A Closing Statement

Mike Hammond, group recruiter with Enterprise Rent-A-Car, suggests the following strategy for closing the job interview. When asked if you have any questions or as the interview is nearing the end, pose this question to the recruiter, “Based on our initial interview, do you perceive anything that would prevent me from performing well in your organization?” Or ask, “Now that you know a little more about my background, education and experience, is there anything that would prevent you from extending an offer or hiring me?”

The beauty of this strategy is that it allows you to address any concerns the interviewer may have before you walk out the door.

Another closing strategy suggested by Carla Hunter, of Career Span Inc. in Lexington, is to ask the interviewer, “May I have permission to make a closing statement?” Rarely will you be denied. Say a thank you for their time and consideration. Then, share three of your most relevant strengths for the position.

### Recession Proof Your Career

Although the last six months have demonstrated that few industries are recession proof, here are some things you can do to help recession proof your career:

- Diversify your skill set. Take classes or sign-on for new projects that will expand your network, skills, expertise and ultimately build your resume.
- Be visible in your industry or field by increasing your on-line presence. Contribute to blogs. Learn more about on-line networking tools (LinkedIn.com, visualcv.com, etc.).
- Keep your resume up-to-date and constantly evolving.

### Not Getting Interviews Or Job Offers?

Many job seekers are spinning their wheels wondering why they are not getting contacted by employers. True, the economy may be partially to blame. However, other top reasons include:

- Unclear job goals.
- A resume that does not sell targeted job skills.
- A candidate’s lack of enthusiasm.

In today’s job market, top candidates must clearly and succinctly communicate their relevant job strengths (in writing and in person) and sell themselves to employers. For example, you must be able to confidently state three characteristics that would make you the ideal candidate for the job and back that up with specific examples.

### Battling Unemployment Blues

Unemployment and the job search process can shake even the most confident of individuals. Although bills and rejection letters may be mounting, follow these daily suggestions to keep your job search positive, focused, and moving forward. Nothing ever happens as fast as we would like, however, even bumps in the road like this will eventually pass.

- Get out of the house every day and be exposed to professional, working people. Few jobs will come knocking on your door.
- Don’t be embarrassed to ask for help from your network. Email them a fifteen second commercial that focuses on your most marketable strengths and skills.
- Seek out supportive people, besides your family, who can give you a jolt if needed.
- Combine efforts with others who may be searching for a job. Form your own job club or support group.
- Brainstorm a list of industries or employers who may be thriving given a recession.
- Seek personal counseling if you are having an exceptionally difficult time of functioning.

It really is true that job seeking is a full-time job. Remember, that hope and maintaining a positive attitude are two essential keys to turning your situation around.

### Looking For A Special Employee?

Employers who are interested in participating in Career Fairs, campus recruiting, or posting job announcements (for internships, entry level and more experienced positions), should contact the James W. Stuckert Career Center at 859-257-2746 or visit [www.uky.edu/CareerCenter](http://www.uky.edu/CareerCenter) for more information.

### New Director At Career Center

The James W. Stuckert Career Center is pleased to announce the appointment of Francene Gilmer to the position of director. She comes to UK with over 20 years of experience in career services at Vanderbilt University. Gilmer also has been an active community member and volunteer in the Nashville, Tenn., area.

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