

To a frustrated jobseeker:

What can I say? Except, to say that, in some small way, I can identify with your pain and frustration.

Seems like we are all in the same leaky boat. The bilge pump is broken and we're bailing as fast as we can. A good day is one during which the water level doesn't get higher than the day before. Some days it is very hard to stay positive. The individual pressures seem unbearable.

It has never been particularly easy to find work. Ask anyone who has been self-employed. But, in all my time, I've never seen it this bad.

That doesn't mean it won't get better. I honestly believe that it will. But I am not enough of a seer to say when, or how, or from where.

The number of inquiries seems to be picking up, a bit. That bodes well. Even though the economy is down and the job market remains depressed, there is a pent-up need (demand for) the type of services we all provide. As the economy grows, so will the need for products and capital equipment to produce them. That means more of our type of jobs. In the mean time, we all have to weather the storm. And, keep bailing.

We keep saying "Looking for work is a full time job". It is. Looking for work is probably the hardest job each of us will ever have, as well.

You have all heard me talk about "selling" yourself into a job. The sales aspect is very important, albeit somewhat foreign and uncomfortable to many people. But, through various presentations, meetings, readings, and personal experiences, we all learn. The more we learn, the better we perform. The better we perform, the greater is our chance of success. It is definitely a learning and growing experience.

A corollary to this is the fact that the more we "swing the bat", to credit John Clark's words, the greater is the chance of our hitting a home run. Unfortunately, there are also some foul tips along the way.

I strongly believe that finding a job, like sales, is a numbers game. The law of averages rules. If you present yourself often enough, you will pin something down. And, each rejection does bring you closer to an offer.

It is my personal belief that those who survive these hardest of times grow stronger by having done so. Those companies who hire individuals who have weathered the unemployment storm, and who have grown in the process, reap the benefit of finding people who are unusually focused and dedicated, have developed excellent interpersonal skills, are appreciative of opportunities, and demand excellence of themselves. Just the kind of people I would want on my team. The companies who cannot see these valuable personal traits are the losers.

There is no magic formula for finding a job. There is no easy way. But I do know that enduring the hardships strengthens a loving relationship, builds perspective, and nurtures a commitment to excellence. All positive traits, in my book!

Your day will come. Keep the faith.

God Bless,

Jim McCarty

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