

# The Five O'Clock News®

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*"One organization with a long record of success in helping people find jobs is The Five O'Clock Club."*

FORTUNE

## Holidays Are a Good Time to Job Search



In January, a job hunter reported on the successful completion of his search after only six sessions. The surprise was that he had received his job offer on Christmas Eve! His wife attended the session where he proudly recounted his adventure: The company kept talking to him through Thanksgiving as if it had been any other time of year. He said he kept going because The Five O'Clock Club tells you to keep up your holiday job hunt—while everyone else is shopping.

Looking for a job around Thanksgiving and Christmas increases your chances of getting hired. First of all, managers are more relaxed during this time of year because of the prevailing good cheer and the wind down many executives feel at this time. Managers who usually travel are often in their offices now. Once you get in they will spend more time with you—and there will be few other job hunters around.

Second, hiring managers know that you are serious about finding a job if you are searching during the holidays. They will take you more seriously and respect you for your perseverance.

Third, budgeting and hiring decisions are being finalized for the new year. Contact managers during this time so they won't have to worry about who to put in that new position. January is the highest hiring month, and those who get hired in January are most likely those who have been searching in November and December.

Remember that this is a party time of year. Get out there and meet people. Let everyone you meet hear your 30-second pitch and what you are looking for. If appropriate, ask to see them for a more formal meeting in their office so you can find out more about their company and tell them more about you.

Remember that your goal is to get in to see the manager and

others when there is no job opening. The Five O'Clock Club measure of a good search is when you are meeting with six to ten people on an ongoing basis who are the right people at the right level in the right organizations—and they are saying to you, "Gee, I wish we had an opening right now. I'd like to have someone like you on board." If your target market is giving you that kind of positive feedback, you have a good search. Now you simply need to get in to see more people who say the same thing to you. Then it's only a matter of time.



Five O'Clock Clubbers are like the Energizer Bunny: they keep going and going when everyone else is winding down. And they assess their searches so they can tell what is working and what is not. They think hard about how to turn those interviews into offers—The Five O'Clock Club way.

If you are new to the Club, don't forget about your job targets. Nothing is sadder than to meet someone who has been searching for a year or more doing the wrong things from the start. Often, the job seeker's targets are wrong, and then everything is wrong.

So keep on going—while making sure you are doing the right things. The holiday season is more than just a time to be thankful and of good cheer. How about adding this to your holiday shopping list: a new job—in just your size. ● K.W.

Note: This article appeared in a prior issue of *The Five O'Clock News*.

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