

The Five O’Clock Club

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Job Search in War Time

Recently, employers have been very hesitant about hiring. The uncertainty surrounding the war has translated into economic uncertainty about the future in many industries (energy, travel, tourism, overall consumer and business spending). So hiring decisions have been complicated and delayed.

However, if the war goes well and quickly as we all hope it will, things could change dramatically for the better. Richard Bayer, Chief Operating Officer of The Five O’Clock Club says, “energy prices could fall, travel and tourism rebound, consumer and business confidence could revive. With such new clarity and optimism about the future we at The Five O’Clock Club (www.FiveOClockClub.com) expect hiring to rebound.”

Many think the war will take only a few weeks. Therefore, job hunters should be **AGGRESSIVE** instead of holding back, even though hiring is slow now. After a short war, hiring managers will remember those who have seen them most recently. Now is the time to be out there preparing for a good hiring season!

An **AGGRESSIVE** job search means that the job searcher should be networking, contacting companies directly, having informational interviews, having job

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interviews, following up meetings with strong "influence notes," --being active and public.

It doesn't matter whether the company has openings right now or not. In fact, the job hunter can say, "You never know when you may need someone like me."

Bayer says, "we're encouraging our people to blanket their markets - make sure they get in to see everyone on their target list of prospective employers."

The key question is: "If you DID have an opening, would you consider having someone like me on board?" If the answer is "yes," then ask, "Would you mind if I stayed in touch?" Then, stay in touch. When the mood changes, you want to be on the TOP of their list.

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The Five O’Clock Club is the nation’s premier career counseling network. It is the only career program in which members meet with professional counselors and peers on a regular weekly basis in a friendly, club-type format. The Club offers small group career counseling across the U.S. and Canada. www.FiveOClockClub.com

Richard Bayer, Ph.D., is an economist, ethicist and author on labor economics, and also the Chief Operating Officer of The Five O’Clock Club. He is a frequent guest on local and national media including the TODAY SHOW, CNN and others. He and the Club have also been featured in The Economist, FORTUNE and other publications. Dr. Bayer is also co-chair of The Employment Roundtable, a group of industry leaders and government personnel who converge each month to discuss trends in the workforce.