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10 FOLLOW-UP STEPS AFTER THE INTERVIEW

Author and Career Coach Ford R. Myers Offers Strategies to Help You Get the Offer

Haverford, PA (June 17, 2014) -- People often express frustration after they've completed a job interview. The common complaints include, "Why doesn't the company call me back?" or "I feel like I have no power; all I can do is wait for an answer," or "Can't I do anything to make the employer say YES?"

Ford R. Myers, Career Coach, Speaker and Author of "Get The Job You Want, Even When No One's Hiring," (John Wiley & Sons, www.getthejobbook.com) says, "There is no 'secret trick' or 'magic bullet' that will get the employer to offer you the job. In fact, you're probably already doing many of the right things in this process. But here are ten suggestions for navigating more successfully through the interview and follow-up process:

1. **Set the stage for effective follow-up.** Developing your follow-up strategy BEFORE the interview will even enhance your behavior DURING the interview.
2. **Act more like a consultant than an applicant.** Focus on asking intelligent, probing questions about the employer's business needs, problems and concerns (like a good consultant would).
3. **Don't rush toward an offer.** The purpose of your initial interview is not to get an offer, but to get invited back for a second meeting – most likely with a higher-level individual at the company.
4. **Confirm next steps.** Assume a more active role, and get a commitment from the employer for "what comes next!"
5. **Follow-up promptly and compellingly.** Now that your interview is over, be sure to send excellent thank-you letters as soon as possible.
6. **Use every follow-up contact as a chance to build your value.** Most companies want employees who are true problem-solvers, so this will prove that "you have what it takes" and that you can bring your special value to this organization.
7. **Be punctual and persistent.** Always call when you say you're going to call and do what you say you're going to do.
8. **Leverage outside resources.** If you have contacts and connections with anyone who might influence the hiring decision, or who actually knows the interviewer, ask them to "put in a good word for you" after the initial interview.

9. **Accept rejection gracefully.** You can't "force" the interviewer to make you an offer, no matter how "perfect" you may have thought the job was for you.

10. **Turn defeat into victory.** After being rejected, express your sincere appreciation for having been considered for the position, and wish the new employee every success. State that you would be happy to be considered for the position again, should the selected candidate not work out for any reason.

"There are some strategies you can use to influence the employer's decision and finesse the process. Changing many of your small actions and approaches can actually make a big difference in the outcome of your interviews," adds Myers.

For more information and other useful tips for achieving career success, visit <http://www.getthejobbook.com>.

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PHOTO LINKS: A headshot of Ford R. Myers and an image of the GET THE JOB book cover can be downloaded at the bottom of: <http://www.getthejobbook.com/ford-myers-media/>.

ABOUT: Ford R. Myers is President of Career Potential, LLC. His firm helps clients take charge of their careers, create the work they love, and earn what they deserve! Ford has held senior consulting positions at three of the nation's largest career service firms. His articles and interviews have appeared in many national magazines and newspapers, and he has conducted presentations at numerous companies, associations and universities. In addition, Ford has been a frequent guest on television and radio programs across the country. He is author of **Get The Job You Want, Even When No One's Hiring**. More information is available at: <http://www.getthejobbook.com> and <http://www.careerpotential.com>.

AVAILABILITY: Greater Philadelphia Area; nationwide by arrangement via telephone. Available for interviews in print, television and radio.