

Invest in Yourself

Become the first hired + the last fired
+ the best paid => NOW!

1 Application: Your Opening Gambit is to submit an application that looks and reads better than competing applications and labels you as a potential-Prospect > and you get a possible best-choice Interview.

If you fill out the application on site – You want to-be fast and neat. Plus, insert a-perspective about how your competencies can reduce their training period that will make an Interviewer want to talk to you. Employers don't really care where you have been. They want to know what kind of a-contribution you can make to their work-flow. A salary/annual wage typically accounts for 50% of an employer's individual employee's cost of employment, plus training/assimilation costs.

2 Interview: An Interview has 3 Parts: *First Impressions; Interview Management; Close:*

First impressions cannot only reinforce the best-choice decision based-on your application, it can lead to a decision to hire before you sit down via:

A) **Visual Impressions** = Do you look like you care about your appearance. Do you move positively.

B) **Verbal Impressions** = Speech sounds and patterns that will facilitate on-the-job communication / collaboration.

▶ **Employers hire employees** to help them increase > productivity/production/profits. A prospective employer must see you as a **valid contributor** to those expectations for you to-be at the head of the hiring line. An application process that gets-the-job at the highest compensation level has **4 Components**.



C) **Emotional Impressions** = Do you project constructive/collaborative capabilities.

3 Interview Management: You want to control the conversation by asking about the position, how long is training period, what are company performance expectations/evaluations, position's options and opportunities. What do they expect from their employees?

| *DIY: Google can be your best friend and Mentor.*

4 Close: A Close that sells your services by asking pertinent questions about the company, its products/services, its marketplace/market position, and their future expectations. The potential job/position is your future — as well as an employer's.

The decision to become an employee is both yours and the employers. Is this a place you want to work for an extended period of time?

Elon Musk: "You don't need a college degree or even a high school diploma — you need evidence of exceptional ability":

- 1) Superior communication skills (Speaking to 160 wpm > Reading to 320 wpm > Writing – Rewrite at least 12 times).
- 2) Superior problem-solving skills.
- 3) Discernible/Definitive Process-initiating Procedures that include consequences and collateral affect/effect.
- 4) Certified competitive capabilities and competencies that Collaborate-in-Context.



Building 21st Century Top-Tier Employment Perspectives and Intellectual Skill Sets that earn Certification.
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"By failing to Prepare, you are preparing to fail."
Ben Franklin