



GOLDEN

CAREER STRATEGIES

Career Tips

Fall 2007

When Does The Interview Start? by Myles Golden

There's an old saying: "You never get a second chance to make first impression." If so, how do you make a good first impression? Recently a former client called me to share a story he titled "When does the Interview Start?" He told me how a potential new employee "shot himself in the foot" by making a bad first impression. My client had the task of informing the employees of a company of a pending merger. He represented the acquiring company and had the additional responsibility of selecting the current employees for the new organization once the merger was complete. In the Q & A session following the announcement, a key executive expressed his dismay, anger and over all bad attitude about the merger plans. In doing so, he unknowingly took himself out of consideration for a role in the new organization. An opportunity lost only because of that bad "first impression."

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Halftime by Myles Golden

Fall is running late this year and so am I with my newsletter. As I write this article, I'm trying my hand at multi-tasking. I'm watching a highly competitive football game on TV and keyboarding during commercials and halftime. Both teams have a lot resting on this game, maybe a conference title and for sure a trip to a bowl. It dawned on me during halftime that I chose Halftime as the title of this article. However, I was not thinking of halftime as in a football game when I got this idea. It actually came from a friend of mine who recently dropped by my office to see if Golden Career Strategies would have an interest in

co-sponsoring a seminar in the spring titled Halftime. He got the idea from the book titled Halftime. The book is authored by Bob Buford and



there are some similarities. Let me share with you some of Buford's observations and see if you agree. He points out that "many of us are at a point in life where we have achieved some measure of success. Most of us have accumulated more stuff that we

probably need and yet there is still something missing in our lives. At our most honest moment we realize that the prospect of spending the rest

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"I do not want to get to the end of my life and find that I just lived the length of it. I want to have lived the width of it as well."

Diane Ackerman

When Does The Interview Start? cont.

Some tips on first impressions:

If you are feeling down, your voice will sound like you are uninterested, tired, depressed, or rude. Even if you do feel his way...fake it till you make it.

Be careful about answering the phone in a noisy place, such as a restaurant, as it will reduce the quality of the conversation. This creates a number of problems:

- You'll have to raise your voice and sound as though you are shouting.
- You'll have to ask the person to wait while you change location.

On the flip side, it's also rude to answer cell phones in quiet locations because:

- It is disruptive to those around you.
- You'll probably whisper, and that sounds strange.

If you answer the phone when you can't talk, saying "I can't talk right now, I'm in a meeting," you are sending mixed messages. Just don't answer the phone.

Make sure you have a well-crafted greeting on your cell and home voice mail. It may not be wise to use the family phone because your kids may answer and sound uninterested, or you may not get the message at all.

For more tips, you may consider reading the book, "Work the Pond," by Darcy Rezac.

I expect to pass through this world but once. Any good, therefore, that I can do or any kindness I can show to any fellow creature, let me do it now. Let me not defer or neglect it for I shall not pass this way again.

Stephen Grellett

Halftime cont.

of our lives accumulating more things, or pursuing career advancement is simply not enough. We want our lives to really count for something, something that will live on long after we are gone. We want to move beyond success to significance." Buford has labeled this stage of life as Halftime.

Buford says "Halftime is a time out, a time to think seriously about one's purpose in life, and a time to draft a plan for the second half. It's time when the quest for success loses meaning, and you ask, "Is this it? I've achieved some level of accomplishment, and done much of what I set out to do. What's next?" It's a compelling question and I run into it frequently coaching executives through career transition. Buford goes on to say that "this is the healthiest, wealthiest and best educated generation to ever reach midlife. One hundred years ago the average life expectancy was less than fifty years old, but today when we reach fifty we have about thirty bonus years. While most Halftimers are not financially independent, they do have options about how to spend their time, talent and treasure".

Peter Drucker, well known author and management guru, recently said "in a few hundred years, when the history of our time will be written from a long term perspective, I think it is very probable that the most important event these historians will see is not the technology, it is not the Internet, it is not e-commerce. It is an unprecedented change in the human condition. For the first time---and I mean that literally---for the first time, substantial and rapidly growing numbers of people have choices. For the first time, they will have to manage themselves. And let me say, we are totally unprepared for it." Just as in halftime in football it is a time to regroup, look at what we did right and what we would do differently if given the chance and most importantly make adjustments. A time to get mentally and physically prepared for the second half.

I hope Bob Buford and Peter Drucker's observations tweak your interest in the second half of your life. How can you best use your talents, interest and skills to live a more rewarding life and have a more rewarding career? You might want to give some thought to tweaking your game plan. You might consider sitting down with a professional career counselor to discuss your options. You will be surprised with what your options are and the latest tools a professional counselor can use to help you win in the second half of your career.

Oh yea! My team roared back from behind and won 45-20 and a guaranteed trip to a bowl.

Happy Holidays!
Myles

Golden Career Strategies Round Tables

All Executive Roundtables are held
at our office on Monday mornings at 8:30 AM

Reservations are required.

Please see our website for upcoming topics at
www.goldencareerstrategies.com/news.htm