

# Get a Job!

Even in a depressed economy, finding the career - and salary - of your dreams is still possible. Here's how.



**SOUTHWEST**  
RECRUITING SERVICES

**F** Overall, the Phoenix job market is in much better shape than a lot of other cities, according to Krisanne Elsner, owner of Southwest Recruiting Services, a local recruiting company.

"We still have a relatively strong economy here, but it's definitely not as strong as a year ago," Elsner says.

"They're being a little pickier because they can be, and they should be," Elsner says. "I would say that employers are being more selective because they have more available candidates for the jobs."

The aerospace field is "very strong," Elsner says, and includes everyone from assemblers to accountants to information technology managers.

And the biggie? "We're still seeing a big demand in the field of accounting," Elsner adds. "There never seems to be enough accountants available to fill positions."

One very simple, old-fashioned tip can give jobseekers the edge, Elsner says. It's something that has made an impression on her over the years.

"If you've had an interview by phone or with a recruiter or a company, send a handwritten 'thank you' note," she says. "E-mail is fine but handwritten is outstanding. Thank the interviewers for their time and tell them how interested you are. A note is so simple, but it's rare, and it shows good follow-through."



Elsner's biggest tip is to take any and every interview seriously, whether it's with a company executive, a human resources representative or a recruiting firm.

"Sometimes people don't take an interview with a recruiter as seriously as they might if they were interviewing with the employer," she says. "It's really important to dress appropriately, be on time and do the follow up. [Applicants] think it's a little more casual, but a lot of times we can really be their only intro into a company."

Several interview experts recommend a cool attitude without too much eagerness, but according to Elsner, enthusiasm actually is the way to go. "Having a positive attitude and being excited about a job is usually an advantage," she says.

Another tip she offers is an ironic one: You'll have a better chance of getting a job if you have a job. Employers know that when companies have layoffs, they usually let go of their weakest people, which means people who were laid off may be undesirable applicants.

