

How to Find a Job During a Recession

by Harry Dahlstrom, author of *The Job Hunting Handbook*

Lots of companies say they have hiring freezes. But, it's amazing how quickly a hiring freeze can shatter if you start chipping away at the ice.

1 Start with the people you know

Talk to your family, friends, teachers, preacher, coaches, politicians, banker, doctor, plumber—ask if they know someone who could help you get a job interview at one of your favorite companies. You'll be surprised who can make a phone call and set up a job interview for you.

2 Fill out a job application everywhere else

Look for companies that display “Now Hiring” signs. Visit the web sites of your favorite companies and search their “Employment” page. Search the newspapers. Search job boards like CareerBuilder, Monster, and Craigslist. Visit your state’s “One Stop Career Center.” Visit your school’s placement office. Visit an employment agency.

3 Target 5 new companies a day

Call each company. Ask the receptionist for the name of the manager in the department where you want to work—that’s the *hiring manager*. Send each hiring manager your resume and a letter asking for a job interview. Several days later, follow-up with a phone call. Talk to the manager and ask for a job interview. Nobody does this, so make sure you do.

4 Keep a list of all the companies you’ve applied to

Every week send each hiring manager a follow-up note. Let the managers know that you are still available and you still want to work for them. Keep in mind, 9 out of 10 people do have jobs. Companies are still in business. Workers come and go. Jobs do open up. Eighty percent of all job openings are not advertised. Let them know that you’re still available.

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