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# Three key tips for surviving job rejection

Over the course of more than 30 years' experience as a career consultant, I've had myriad clients say to me, "I feel that I performed really well during the interview. The hiring manager seemed enthusiastic about my fit for the job and said he would be getting back in touch with me within the next week, yet I never received a follow-up call or email," or, "I am becoming so frustrated with my job search, the 'rejection' letters and emails are piling up, and I'm at my wit's end." Sound familiar to some of you?

"No' is not rejection; it is redirection," as suggested by Michelle Maros, creative director and resident writer for PeacefulMindPeacefulLife.org. Are you so tired of receiving those "thanks, but no thanks" rejection letters or, worse yet, no follow-up at all? Then perhaps you are ready for some key tips on redirection. As Alexander Graham Bell so ingeniously said many years ago, "When one door closes, another opens; but we often look so long and so regretfully upon the closed door that we do not to see the one which has opened for us."

- Consider factors that are out of your control. There can be numerous reasons you did not get the job that are totally out of your control. As I discussed when providing training for dealing with irate customers, "Don't take it personally." There could be various reasons why you did not get the job. For example, the company may have decided not to

move forward with the position, or perhaps they chose to select someone who was already working there and simply "waiting in the wings," so to speak. It happens.

Senior management, at the last minute, elected to restructure the department in which you interviewed and put all hiring on hold. I could go on and on, but I hope you get the idea.

- Deliberate on your past interviews. Take a reflective look at why you aren't getting the results you anticipated. Were you adequately prepared for the interview? Did you research the company, the job and the interviewer? What about practicing responses to generally asked questions? Did you describe confidently and energetically why you were interested in the position you were interviewing for, as well as talk about the value you would bring to the company? Did you dress appropriately, show up 10-15 minutes prior to the interview, have a firm handshake, maintain good eye contact and communicate other positive nonverbal cues? Did you answer "yes" when asked at the end of the interview if you had any questions and then proceeded to ask several meaningful ones? What about obtaining the interviewer's business card and sending a thank you note within 24-48 hours? An absolute "must." Did you take time soon after the interview to evaluate your performance, write down questions that were challenging and assess where you needed to improve so that you would be able to "nail"

your next interview?

- Write a "rejection" thank you note. If you're rolling your eyes, raising your eyebrows or snickering, that's OK. Yet I am serious. Think about it, what do you have to lose? Here's a chance to turn a job rejection into an opportunity. Susan P. Joyce, president of NETability Inc., advises, "If you sincerely liked the people and the organization and would want to be considered when another opportunity opens, send a nice thank you note to the hiring manager, the recruiter and everyone else who was in the interview process." She also mentions that the note "may show a higher return on the investment of your time than any other job search action you take."

Check out sample letters at [www.thebalance.com/follow-up-letter-example-rejected-by-company-2060752](http://www.thebalance.com/follow-up-letter-example-rejected-by-company-2060752).

For those of you still journeying in the job search, I offer these words of wisdom from Sir Winston Churchill to keep in mind: "Success is not final, failure is not fatal. It is the courage to continue that counts."

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