

Staying Motivated

When it comes to looking for a new job, staying motivated and positive is key, but not always easy if you've had knock-backs or it's taken longer than you'd hoped.

Our experienced and passionate recruitment consultants have worked with thousands of candidates over the years through the highs and low of their job hunts and have put together their top 10 tips for staying motivated.

- **Surround yourself with positive people** - those who have been in a similar place to you and have succeeded.
- **Focus on what you want from your new job** - avoid spending time, energy and emotion focusing on what is wrong in your current employment situation. Instead, focus on building a strong, vivid picture of the type of work you really want.
- **Give yourself goals** - write down 6 transferable skills that you want to use in your next job and your 'must haves' for the role e.g. location, money, and responsibility. Set yourself a deadline before which you won't compromise. This really helps you stay focused on your priorities and gives you a sense of urgency.
- **Ask five trusted friends and colleagues to tell you:** what they most admire about you; what they consider to be your greatest strengths and what they value most about your relationship. You might be surprised with the answers that they give.
- **Arrange your schedule to devote time to job hunting and preparing for interview** – you're seeking an exciting and profitable new opportunity and it is those who prepared and motivated who will get it first.
- **Enthusiasm and passion secures more jobs than any other attribute** –It is relatively easy for a company (or you) to fill any hard skills gaps with a training course but enthusiasm comes from within. If you do not feel genuinely enthusiastic about a particular job, think again. If you do, show it.
- **Take action towards your new career every day** - even if it is something small, like making one phone call, completing a task every day will keep you going and ensuring that you are one step closer to success.
- **Keep yourself well** - changing permanent marketing jobs can be stressful, so ensure that you are in great condition and stay healthy to meet any challenges that face you.
- **Notice when things get you down and eliminate them** - these can be small everyday routine things that you would normally brush off or bigger things such as a friend who leaves you feeling flat and depressed after meeting. Surround yourself with positivity.
- **Clear the decks** - be ready for an interview at a moment's notice. Create the psychological feeling that you are ready for this new job at any time (as sometimes the process can move very quickly). Avoid any last minute hiccups (i.e. ensure that your clothes are clean and fresh) as that increases your confidence from knowing that you are ready to go!

Getting the best out of your recruitment agency

It's key that you make the most of all options available to you and one of these is using recruitment agencies effectively.

There are lots of unscrupulous recruiters out there, so even if you don't choose to work with Fame Recruitment, we want to make sure you have all the advice you need to identify and choose a suitable recruitment agency to work with.

- It's usually best to go with recommendations from people whose opinion you respect
- It's best to work with agencies that specialise in your industry and have positive brand recognition in your sector and if you want to work locally, work with a local recruiter.
- Make sure you get to know your consultant to see if you can work with them on a personal level – the better the chemistry fit, the more you'll enjoy working together.
- Check out their website for the types of roles they advertise
- Have you met the consultant personally, or via Skype or at least had a detailed telephone interview? Make sure the consultant knows enough about you, your experience and your career goals to advise you in the best way.
- Check that your CV will be shared with other consultants so you get to hear about every opportunity – some consultants will be cagey about sharing good candidates because of their commission structure.
- Are you happy for that consultant/company to represent you to potential employers? There's often only one chance to be considered for a role and you need to be sure that you're being presented well.

Benefits of a close working relationship

- The closer your relationship, the better the results will be – the more they know about you, the better placed you'll be against others in a similar situation.

Things you should avoid when establishing the relationship

- Avoid spreading yourself too thinly; using two to three agencies enables you to build meaningful relationships.
- You are selling yourself seeing your details from different agencies can leave a negative impression.

Managing your relationship

- Talk and be honest
- Keeping your consultant up-to-date with your situation – and ensure they keep you up-to-date with feedback.
- If you're not getting enough feedback, ask for it - it's always good to build on this and improve!

Three top tips...

1. Don't chop and change. A good recruitment agency can be your long-term career partner!
2. Remember that the consultant is your best, and only, representative until you get in front of the client yourself.
3. Be proactive – keep in touch with your consultant, call them periodically to let them know what is happening with you.

Stay positive and good luck.

There are loads of helpful guides, hints and tips for your job search in our Job Seekers area www.famerecruitment.com

Looking for a new opportunity? Review our latest jobs or register your CV at www.famerecruitment.com

You can also contact one of our consultants on 020 8209 1858 or at info@famerecruitment.com

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