

A REJECTION LETTER DOESN'T MEAN YOU LOST OUTOR IT'S NOT OVER 'TILL YOU'VE GOT THE JOB!

It seems, that in today's fast-paced business world, many companies just do not practice the former levels of proper business *etiquette*, leaving job applicants hanging. Most of the time the only contact you will receive from your targeted company is an invitation to an interview, when they are interested in your qualifications or the announcement ... "You're hired! When can you start?" However, in a small number of cases you might receive some news, after your interview, that the employer has decided to hire someone else.

A letter of rejection isn't always the final word! Although they almost always state that another person was already hired, frequently this is not the case. Many applicants have walked away from jobs they **could have had** because they mistakenly accepted the rejection letter as final. Sometimes a company changes its mind after the letter of rejection was already mailed.

THERE ARE SIGNS WHICH INDICATE WHEN THE HIRING DECISION ISN'T FINAL, AND IT'S UP TO THE CANDIDATE TO GET THE BALL ROLLING AGAIN!

There are several reasons why a rejection letter is sent to an applicant who still has a good chance of getting an offer.

The most common case is where the company is all set to hire a specific person and assumes that their offer will be accepted, but for one reason or another it falls through.

In other cases, the company isn't 100% certain as to the exact requirements for the position and consequently rejects all applicants at first, and then waits and hopes that the ideal person will come along and an astonishing revelation will occur during the interview. The company gets tired of waiting after a while and decides to hire the next person who can do the job reasonably.

Other companies know exactly what they want in the candidate, but soon realize that **the perfect** person doesn't exist. Then they readjust their requirements and expectations.

Each of these situations presents an under-publicized opportunity to the savvy job hunter: a previously rejected candidate is not in a position to be reconsidered. But **many companies will almost never return to a candidate who has received a letter of rejection and the candidate must re-initiate the contact.**

THERE ARE TWO INDICATIONS THAT A REJECTION MAY BE REVERSIBLE.

1. The company must have been sufficiently impressed with you to have invited you back for second and/or third interviews to meet additional people.

2. You received your letter of rejection **very shortly** after the follow-up interview. The shorter the interval, the less likely the employer has made an offer to another candidate and that it has been formally accepted.

If this has been the case, then after receiving the rejection letter, you should write an answering letter to the interviewer, telling him you were impressed with the company and why you still believe that you are the right person for the job.

Wait about two weeks. By then, something at the company may have changed. Give them a call and ask if someone has been hired. If not, restate your interest. Sound suggestive but not pushy.

BY READING THE SIGNALS CORRECTLY, YOU MAY JUST BE ABLE TO PLACE YOURSELF IN THE RIGHT PLACE AT THE RIGHT TIME

Mark Berkowitz is the owner and President of **CAREER DEVELOPMENT RESOURCES**, LLC. Changing lives and revolutionizing careers since 1985, Mark provides one-on-one career consulting services, résumé building assistance and guidance to help each client achieve not only job advancement, but lasting and meaningful success in their career path as well. A distinguished figure in his field, Berkowitz is one of the top career builders in the country and has been quoted in nearly two dozen books and publications on the topic of career advancement.

Passionate about empowering others to realize their dreams, Mark served as an executive board member of the PROFESSIONAL ASSN. OF RÉSUMÉ WRITERS & CAREER COACHES. He has been helping clients successfully advance in, and/or change their careers for over 36 years. With a Master's Degree in Career Development and four specialized certifications ([National Certified Career Counselor](#), [Certified Professional Résumé Writer](#), [Int'l Certified Job & Career Transition Coach](#), and [Certified Employment Interview Professional](#)), he is uniquely qualified to help you improve your career situation. A recognized expert in the field, he had not only taught in Graduate Schools and led workshops and seminars, but also trained other counselors. Mark served as chairman of the Certification Board for the Professional Assn. of Résumé Writers and Career Coaches and was a founding member of the Career Management Alliance (fkn Career Masters Institute). Additionally, he has shared his expertise in effectively utilizing career assessment tools with graduate counseling students from Fordham University, helping to prepare them for their future counseling careers.

Mark connects with clients locally as well as international clients via the internet. He also provides outreach to high school and college students, presenting career planning and job search strategy workshops.

- Highly regarded with résumés, cover letters, and interview strategies showcased in nearly two dozen books.
- Enjoys an INTERNATIONAL REPUTATION as a “Résumé Guru” by members of the Professional Assn. of Résumé Writers and Career Coaches.

His work appears in nearly two dozen books on résumé /cover letter writing and winning interview strategies. He has been spotlighted on WCBS television in “**Acing The Interview**” and has been named as the “**Professional of the Year**” by the **PODCAST BUSINESS NEWS NETWORK**.



Berkowitz has been recognized as “... **one of the leading résumé writers in the U.S. today**” in Professional Résumés for Executives, Managers, and Other Administrators. Wendy Enelow, President of the Career Masters Institute has acknowledged Mark as “... **one of the most talented career counselors I have ever met.**”



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See how you can benefit from professional expertise instead of suffering from your career mistakes.