

Suggestions offered for the changing work force

How do you as a future college graduate approach such an uncertain and changing workforce?

Here are a few suggestions:

1) While you are still in college, seek out career related experience through part time or summer positions, volunteer work, a special class project or a formal internship or cooperative education experience. Surveys of graduates have shown that it is these kinds of career development experienc-

es that opened doors for students upon graduation.

2) Continue to expand and enhance your skills. Computer literacy, language proficiency, writing skills, presentation skills that you have developed beyond your required course work can greatly enhance the marketability of a candidate in an employer's eyes. Also, developing your interview presentation skills and spending time developing a strong resume are tools that will not only help you land your first

professional position, but will serve you well into your career.

3) Conduct several informational interviews with professionals in your field of interest to gain insight into their experiences. Career day provides an excellent vehicle for these kinds of opportunities. You can learn valuable tips and get leads in your job search through referrals to other professionals.

4) Get involved in professional organizations that enable you to network with profes-

sionals in your field of interest. Start early!

5) Initiate your job search a year before you graduate. Don't put all of your eggs in one basket! Use as many sources of information and services as you can identify. On campus interviewing may be an excellent resource for you, however, you should not use it exclusively. A successful job search in a competitive market requires a great deal of initiative, creativity and perseverance.

6) Keep abreast of the changes in your field of interest by actively reading trade journals, periodicals and articles in the daily newspaper. Keeping up-to-date not only enables you to impress employers, but also stimulates new ideas for approaches to your job search.

7) Take a good look at your expectations and flexibility. What are your geographical limitations? Most professionals accept positions in geographic locations they would not otherwise choose in order to get a good start in their chosen career field. Have you ruled out organizations that don't have a glamour image or have you really investigated employment possibilities? Do you realistically understand the career paths of various organizations? For example, the path to a marketing director's position most often begins with an entry sales position. Sometimes smaller organizations offer promising opportunities even though initial salaries may not be as high. Some students accept a full time "entry level" position with a company they want to work for when a management training program is full or has been cut back. Don't be afraid to compromise on the position and negotiate a shorter review period for promotion.

8) Do something fun to regain perspective after a difficult day in your job search. Keep up

with your exercise schedule to stay healthy and to keep your spirits up during this stressful time.

9) Follow up and say thank you! Gentle persistence and showing appreciation for those who help you can get you a long way. You never know who can help with the right information at the right time.

10) Don't follow the crowd. Go your own direction. Remember that when all is said and done about the economy and job market statistics, you are only one person seeking only one good job opportunity!

Eileen McGarry, Director Career Planning & Placement

The Career Planning and Placement office is located in Frank & Estella Beam Hall RM 547. Services are available to students and alumni of all majors to assist them in making career decisions, developing career related opportunities and pursuing a professional job search. For more information call Career Planning & Placement at 739-3495.



Jim Clayton provides ideas for seeking the "all-important" job.

Internships available at NW Mutual

by Natalie Lutz

Northwestern Mutual Life Insurance Company deals in life, disability and pension annuities and is looking for financial agents who can develop long term client relationships to join their team.

Ranked No. 1 in *Fortune Magazine's* 1990 list of corporate reputations, Northwest Mutual prides itself in its recruiting, training and reputation.

"Northwestern Mutual is looking for someone with a college degree, preferably in business, a high energy level, sparkle and a track record of success," said John Garner,

district agent of Northwestern Mutual's Las Vegas office.

Garner suggested that a student should become an active leader in groups during high school and college and start sending out resumes and interviewing six months before graduation. It is also a good idea to be flexible and be willing to relocate, he said.

"We are not looking for only A students. Presence is very important, along with appearance, personality and some intangibles," Garner said.

Northwestern Mutual will also be recruiting students for its internship program. There are currently three interns at the Las Vegas office and they are planning to expand. The

internships are available year-round.

There are more than 500 student interns involved in the Northwestern Mutual internship program on campuses across the country.

Robert W. Baird & Co. Incorporated is also part of Northwestern Mutual, dealing with in investment banking.

Garner's father worked as an agent for Northwestern Mutual in Illinois for 45 years. Garner followed in his father's footsteps when he joined the company as an intern for three years. He has worked for the company for 12 years and moved to Las Vegas in September.

Test Drive a Career



If you're an achiever, you can get on a fast track with Northwestern Mutual Life. Our Internship Program lets you test drive a sales career in insurance and financial services while you're still in school!

As an intern, your intelligence and productivity can literally pay off in a big way. Our leading interns are making five-figure incomes. At the same time, you'll receive extensive training and gain valuable experience that will help you with your career path.

Get a head start today. Call or write to get your keys to a test drive!

Call
John M. Garner
District Agent
1621 E. Flamingo Rd.
Suite 17B
(702) 369-0405

or
Please stop by our booth at Career Day on Feb. 12 in the MSU.

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The Quest to be the Best is a Team Effort

TEAM HARVEYS

COME WORK AND PLAY AT HARVEY'S RESORT HOTEL/CASINO IN BEAUTIFUL LAKE TAHOE. BE A PART OF THE WINNING TEAM!

Employment Representatives will be at the UNLV CAREER FAIR in MSU interviewing for summer and year-around positions in the Food & Beverage, Hotel, Administration, and Casino Departments.

Wednesday, February 12

9 a.m. - 2:30 p.m. Interviewing afterward.

Please contact the Career Planning & Placement Office at 739-3495 for more information.

Come and find out about the \$300 Student Incentive, the \$1000 Tuition and School Book Drawings, Student Seminars, and the many other student programs, and how you can enjoy working a summer in beautiful Lake Tahoe at Harvey's Resort Hotel/Casino! See you there!

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