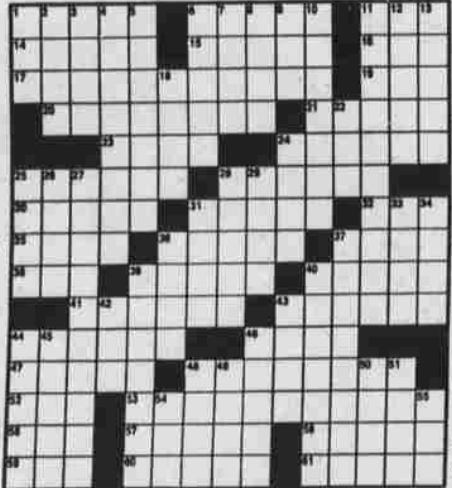


**Newsday Crossword**

**HAPPY OURS** by Daniel R. Stark  
Edited by Stanley Newman

<b>ACROSS</b>	56 Topple (over)	9 Et, for Hans	36 Gladys Knight & The
1 Without a (smoothly)	57 Preposterous	10 Conference part	37 Skirt ruffle
6 River in Tibet	58 Sudden incursion	11 Sneezin' reason	39 Joseph Conrad novel
11 Truck compartment	59 Dawn goddess	12 Be pending	40 Export duties
14 007, in Moonraker	60 Tunnel makers	13 Sanctify	42 Kaula souvenir
15 Not a soul	61 Pigs	18 Told fibs	43 Letterman rival
16 Pussycat's partner	<b>DOWN</b>	22 Vanity	44 License or home follower
17 Investment choices	1 Sound of deep thought	24 Rap music fan	45 TV signal component
19 1940 costar of W.C.	2 Chits	25 Mrs. Copperfield	46 Places
20 Conscious	3 Big purse	26 Upon	48 Mideastern money
21 18-wheelers	4 Ground noisily	27 Farms, in a way	49 ___ of Clevas gear
23 Sonny's ex	5 Actress	28 Two-footed creature	50 Rani's wear
24 Narrow-minded ones	6 Derive as a conclusion	29 Rock-concert	51 Fed. agent
25 ___ off (wrote hastily)	7 Subject or object	31 Ditto	54 Yoko ___
28 Chimp cousin	8 Warning word	33 "At ___"	55 "Later!"
30 ___ People's Money		34 Khayyam or Sharif	
31 Templar or Legree			
32 Mgmt. biggie			
35 Word before runner or work			
36 Lt Abner's dad			
37 Beer head			
38 The cruelest mo.?			
39 Rickey additives			
40 Oil center			
41 Wed on the run			
43 Food supply			
44 High-stepping horses			
46 Belgrade native			
47 Sensational			
48 Most like monsoons			
52 Hubbub			
53 Chef's cut			



See Feb. 6 Classifieds for solution

**Letters**

From pg. 5

to the next level. The "Squeaky Wheel Theory" is alive and well in the employment field. If you respond to me, I'll respond to you. If not, you will likely find yourself buried underneath reams of other resumes. Be the one who stands out.

Remember, you need to make any mailing specific and follow up on each letter personally by phone. Sound like a lot of work? Not when you consider the payback. The initial investment per letter is certainly greater than a mail merge mass mailing, yet the benefits are far greater. Mass mailings often generate zero results, while a targeted mailing and follow-up program can generate 10-15 percent or more in interview production success.

In future columns we will be covering how to gather research about companies and hiring managers, including how and when to make direct contact by phone. For now, if

you have your resume put together, make sure you have it on file with the career placement office at your campus. Make sure your resume is among the counted few. Better yet, ask the placement office if you can review the resumes that are already on file, then rework yours to be the standout in the crowd.

**NEXT COLUMN:** Network intelligence gathering  
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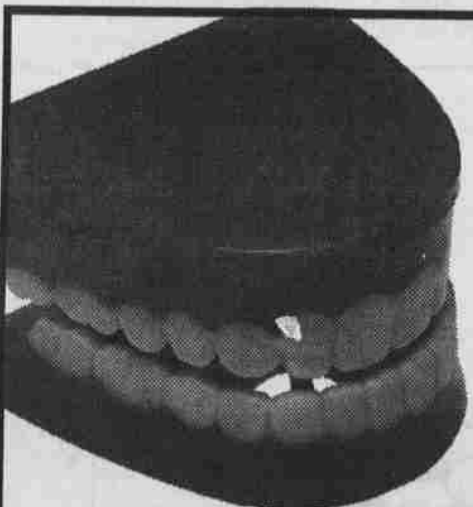
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