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**Challenges Await Students Who Start Summer Job Hunt Too Late**  
*Advice From Dale Carnegie Training On Landing A Summer Job At The Last Minute*

New York, NY (June 14, 2005) – The job market may be healthy, but time is running out for those seeking summer employment. According to a recent article from *Gannett News Service*, the annual job rush for high school and college students has already started to wind down, and positions are filling up quickly as schools begin discharging thousands of young people.

On the positive side, a recent report from the state said there's work out there for those who want it. According to a report released by New Jersey State May 26, the summer job outlook for young people in the state is even better this year than it was in 2004.

“Typically, if you’re interested in landing a summer job, you should start early,” says Peter Handal, President and CEO of Dale Carnegie Training. “However, all is not lost if you’re still seeking summer employment. With persistence and creativity, you still may be able to find a job that works for you.”

Handal offers the following additional advice for trying to land a summer job at the last minute:

**Be Flexible** – “Employers want to hire someone who is willing to be flexible in their hours. Make sure the employer knows that this job is your priority,” says Handal. Late seekers may also have to shift their expectations or lower their standards when trying to secure a position, as many of the prime opportunities will most likely have been filled already.

**Be savvy and self-assured** – Employers want to know that you can get along with people and deal with pressures and dilemmas. “*How to Win Friends and Influence People for Teen Girls*, presented by Donna Dale Carnegie, is a helpful tool in learning the most powerful ways to influence others, defuse arguments, admit mistakes, and make self-defining choices,” says Handal.

**Be persistent** – “There is a lot of competition for summer jobs so make sure you let the employer know that you really want the job by following up,” says Handal.

**Make a good first impression** – “Whether your interview is by phone or in person, it’s important to make a good first impression,” adds Handal. “When meeting in person, something as simple as a smile can go a long way. In addition, do your research so you can speak knowledgeably about the company. It will let your potential employer know that you are enthusiastic about the opportunity and the company.”

**Network** – “Stay in touch with your former supervisors from previous summer jobs, and talk to friends about their employment for the summer to see if there may be an opening for you,” adds Handal. And these relationships may help you secure a summer job earlier next year.

**About Dale Carnegie Training**

Dale Carnegie Training ([www.dalecarnegie.com](http://www.dalecarnegie.com)) is a global management training company with experts in corporate management, workplace issues and leadership trends. The company provides leadership, sales and management training to over 400 of the Fortune 500 companies, training over 7 million adults worldwide.

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<sup>1</sup> *Gannett News Service, May 31, 2005*