

# Calling Employers

Types of Companies Calling \_\_\_\_\_

Date \_\_\_\_\_

Before calling employers, **make a list of at least 10 companies to call** (perhaps from the Yellow Pages or other directory). On the average, of 10 calls made, you can expect to **uncover 1-2 job openings**, which means you'll hear 8-9 "no openings" responses. Don't dwell on this or get discouraged – just call the next company on your list. Remember, with each "no" response, you're that much closer to getting a "yes."

<i>Company Name</i>	<i>Phone Number</i>	<i>Location</i>
1. _____ Results: _____	_____ Referrals: _____	_____ Call back date: _____
2. _____ Results: _____	_____ Referrals: _____	_____ Call back date: _____
3. _____ Results: _____	_____ Referrals: _____	_____ Call back date: _____
4. _____ Results: _____	_____ Referrals: _____	_____ Call back date: _____
5. _____ Results: _____	_____ Referrals: _____	_____ Call back date: _____
6. _____ Results: _____	_____ Referrals: _____	_____ Call back date: _____
7. _____ Results: _____	_____ Referrals: _____	_____ Call back date: _____
8. _____ Results: _____	_____ Referrals: _____	_____ Call back date: _____
9. _____ Results: _____	_____ Referrals: _____	_____ Call back date: _____
10. _____ Results: _____	_____ Referrals: _____	_____ Call back date: _____
11. _____ Results: _____	_____ Referrals: _____	_____ Call back date: _____
12. _____ Results: _____	_____ Referrals: _____	_____ Call back date: _____