



SAIGE PARTNERS

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Destination Desperation

By Breanna Leuze

Do you know the reason you did not get the job was that you were not willing to work for the salary offered and you tried to negotiate, or, you were not willing to work your way up?

Have you ever been so desperate for a job you apply to just about anything? Then oddly enough, you get a call back for one of those in dire straights positions, you interview, and you land the job. However, when you learn of the pay and receive your formal job description, you are shocked, and say like Johnny Paycheck, "You can take this job and shove it". Was it you? Was it them? Did you apply for a job beneath you? Or, was it a company that prefers to start employees in entry-level positions to prove their worth and value?

As Dolly Parton once sang like a songbird, "Workin' 9 to 5, what a way to make a livin' barely gettin' by". Most of us have to work that 9 to 5, or we are not getting by. In a time of desperation, you may have applied to just about any job under the sun from being a professional Cow Inseminator (Yes, that is a real job) to Underwater Welder because of course you got your SCUBA certification in Cancun that one year and have toyed around with welding at home to an Assistant Manager at Shoney's. Desperate times, desperate measures. Then, you find out that some of these positions pay a lot less than you were making as a Pharmaceutical Sales Representative, like 60% of your yearly salary less. The question is now, what do you do. Your mortgage is 30 days late, your car payment is behind 60 days. You just need a job? Then your pride gets in the way and you do not accept the job offer for Shoney's. Was it you, or was it them? Obviously, you may bring to the table a plethora of experience in sales, but you applied for a job that you are incredibly overqualified for and moves you into the potential category of underemployed.



Do you know there are some companies such as the Disney Company that has their employees start in entry-level positions to work their way up? Yes, like taking a senior sales executive making over \$100,000.00 a year and asked them to start entry level as an Inside Sales Representative for \$11.00/hour.

You may ask why? Why would someone do that? Or, why would a company ask someone to do that? Well, lets start with why someone would do that, sometimes if you do not take the risk, you do not get the reward. The Disney Company is one of the best employers in the world. It offers excellent benefits from theme park admission, to near free hotel stays, pension and other. Often times, if an individual is able to get in with Disney and one of their coveted roles, they are able to move into another position. Typically within 6 months of starting in the original position, one is eligible to apply to other positions, thus, being able to move back into a role that is better suited for their skill set. The Disney company, on the other hand, starts most of their employees in the entry-level positions for a variety of reasons. As an example, to ensure the employee is willing to do whatever it takes to get the job done. Or, to be humble enough to work their way up. Both characteristics of hard work and humility are sometimes difficult to come by in an employee but are worth their weight in gold.

Before applying for a position, make sure you have a general idea of what the salary range may be and or the responsibilities. If you are not sure or have some doubt, hold on applying. Give it some thought. Use Glassdoor.com as a reference, employees are able to post their salaries and feedback about the company. Here is why you should hold off on applying. Let's say you apply to this position, but it is not the job you 100% desire, you go through the interview, learn the pay and responsibilities and then tell them to take this job and shove it. Then, three months down the road, the job you are a 100% fit for, aligns with your financial needs and would allow you the opportunity to make serious career progression becomes available. Well, guess what? Since you told them in a not very nice way, or in a nice way on the last job, thanks but no thanks-you just blew your chance for the job you really wanted. It would be highly unlikely for you to be considered for it.

Give a thought, have a purpose, do your research and develop a plan. Do not make an irrational decision out of a moment of fear, desperation or resentment. You do not want to tell them to take this 9 to 5 and shove it because you never know what could be next.