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## Don't lose your job!

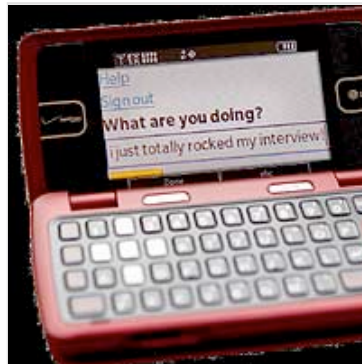
Korin Miller



So why didn't you get the gig? If your résumé is killer and your references rave about you, it could be that you sabotaged yourself in one of these all-too-common ways.

### 1. EAU NO, YOU STANK UP THE ROOM!

Hold the spritzes of Viva La Juicy for barhopping this weekend. In addition to stinking up an office, layering on the perfume shows you're not business-savvy, according to executive coach Marc Dorio, author of *The Complete Idiot's Guide to the Perfect Job Interview*. "Everything should be in moderation," he cautions. "To an employer, going over the top with perfume isn't just unappealing; it also could be interpreted as your being frivolous." Not to mention clueless about the effects your product choices have on other people. Some companies even have fragrance-free policies, and your potent signature scent could really give them something to sneeze at.



### 2. YOU CAME. YOU SAW. YOU TWEETED

The interview went so well that you just couldn't wait to spread the news to make your friends jealous. Well, you may have just tweeted yourself out of a job. Sharing deets — good or bad — about your job hunt with, oh, the entire world shows an employer that you don't know the first thing about discretion. And don't think for a

second that they won't scope you out online. "Hiring managers tell me it's all but certain that they'll Google a prospective candidate," says Paul Powers, Ph.D., author of *Winning Job Interviews*. That means your Facebook and Twitter pages are fair game. His advice: Stay mum on the job opportunity — online as well as with others in your industry — until you're officially told you are hired.

### 3. YOU GOT WAY TOO BUDDY-BUDDY

The person interviewing you was fun and laidback and — based on her Bbebe slingbacks — clearly loves the same brands you do. So you let down your guard and started dropping whatevs and li know, right? the way you would with any co-worker. Bbig no-no. It can be tough to gauge how to react when a potential boss is supercasual, but acting informally during an interview should never go both ways, says Lorne Epstein, CEO of linSide Jjob and author of *You're Hired!* Chumminess aside, she wants to know you can handle yourself in any professional situation...Nno matter how many F bombs she lets fly or happy-hour stories she tells, continue to show her the same respect you would a college dean or any other authority figure who can make or break your future.

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### 4. YOU FORGOT TO COME UP FOR AIR

"Some candidates have so much to share that they don't pay attention to what the interviewer needs," says Dorio. "I may say to myself, Is this person even listening to me? It makes me think that they wouldn't be a good listener on the job or that they might be too wrapped up in themselves." Instead of yapping away, ask smart, focussed questions to prove that you're listening, and keep an ear out for key phrases about what exactly they're looking for. Then use those same phrases to describe yourself.

### 5. YOU REFERRED TO YOUR EX-BOSS AS THE TERMINATOR

Your previous employer tore people apart like Tyra on Top Model, but for all you know, you could be talking to her evil twin or beloved former colleague. So when asked why you want to move on, skip the urge to

trash-talk, and focus on why you're perfect for this job. It'll show that you won't badmouth your new boss or the company behind her back and that you can work well with others, says Powers. "The employer is also assessing your character," he points out. "If you say 'My boss was an idiot,' you come across as immature." And if there's one thing no workplace needs more of, it's drama.

#### HOW TO LOSE A JOB IN 10 SECONDS:

##### Other ways to land your résumé in the trash:

- Arriving more than 15 minutes early.
- Whipping out the hand shake of death.
- Wearing a too-sheer top.
- Sporting flip-flops.
- Working the stony Top Chef judge face.
- Tapping your foot or fingers.
- Getting way too excited about summer Fridays.

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