

## Consider the working conditions

In considering a career it is important to know the working conditions and how they fit your needs. Among the aspects to be considered are:

**Overtime work:** When overtime is required the worker must be flexible

in the hours he can devote but there are opportunities for extra pay.

**Shift work:** On some jobs—such as nursing—hours of work rotate among the employees. Some jobs involve split shifts.

**Environment:** Things like noise,

smoking, fumes, space, heat or cold, contact with other employees or clients can greatly affect the job.

**Outdoor work:** Many workers are constantly exposed to weather conditions.

**Hazards:** Hazardous materials,

machinery, driving, and dangerous conditions should be considered.

**Physical demands:** Some jobs require standing, stooping, lifting, sitting. Be sure you are physically capable of doing the work you select.



Ricky Brame

(Photo: Richard J. Brown)

### Opportunities in insurance

*Grassroots News, N.W.* — One of the mainstays in career planning is insurance, and Ricky Brame is one graduate from the Class of '69 who uses the field of insurance as an avenue to the American dream. His company is the Equitable Life Assurance Society of the United States. "I'm a life underwriter who is licensed by the State of Oregon and I represent the Equitable. We insure life, health, product and disability to individuals as well as companies."

Brame says a career in insurance is worth thinking about immediately after high school. "The key to the life insurance business is longevity. This will provide you with a good base that will make your work easier. This is an industry one can go into directly out of high school and be very professional about it."

What types of ingredients are necessary for an individual to write a career policy in insurance? "The willingness to work hard and smart. Also, one would need the ability to talk and make friends with all types of people. Skill-wise, the student interested in insurance should take some business, economics and math."

Brame is an independent soul who was attracted to this industry because of the financial challenge it affords its participants. "I wanted

the flexibility to be my own boss. I don't think I'm the kind of person who can work a 9-5 job. There is no other business with the kinds of income opportunity as insurance. The potential for growth and managerial training is unlimited."

Brame is a member of 69 Productions, a small promotional company. "It mixes well with insurance. It gives me the chance to meet people to talk insurance with."

He says insurance returns have kept up with life in the '80s. "We take a look at what a person can afford and what his insurance needs are. For those people who are building their estate for a price of a few drinks at a club you can reach this dream. What happens in our community is that people don't prepare. This is why you don't see a lot of rich black widows."

Ricky Brame is part of the increasing number of blacks involved in the insurance business. "I would recommend this business for any student who does not have a career objective at this time. Spend a day around the office. Traditionally, it has been a profession closed to blacks. The doors are opening right now and there are a lot of dollars to be made in insurance. You can help yourself and your family if you choose this career. It is very rewarding."

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Class of '83



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### Good first impression vital

A good first impression is imperative when interviewing for first jobs.

Company personnel managers expect first-time applicants to be nervous, so control the visible signs and relax. Remember, interviewers want to find persons who have some contribution to make to their companies, and are not there to embarrass you.

Greet the interviewer by name and with a firm handshake. Be neat and dress appropriately in business attire. Don't smoke and don't chew gum.

Sit erect and look interested. Maintain eye contact with the interviewer. If you feel the interview is not going well, don't let your concern show. Continue to appear confident.

Applicants must be prepared to respond to general, open-ended questions such as, "Why do you want to work for our company?" or "Tell me about yourself," and "Be as specific and brief" as possible, telling the interviewer about your education and related education and related work experiences, making a point of accomplishments.

Frank responses are important, don't exaggerate, this could trip you up later in the interview.

Job seekers are going to run into interviewers who are "listeners." During these sessions, the initiative is with you. Keep the interviewer's attention by mentioning qualities that relate directly to your background and the job. Also, if you have paid for all or part of your school expenses, say so.

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