



# Cleaning Came Second BPA retiree opens own business

BY JAYMEE R. CUTI  
THE PORTLAND OBSERVER

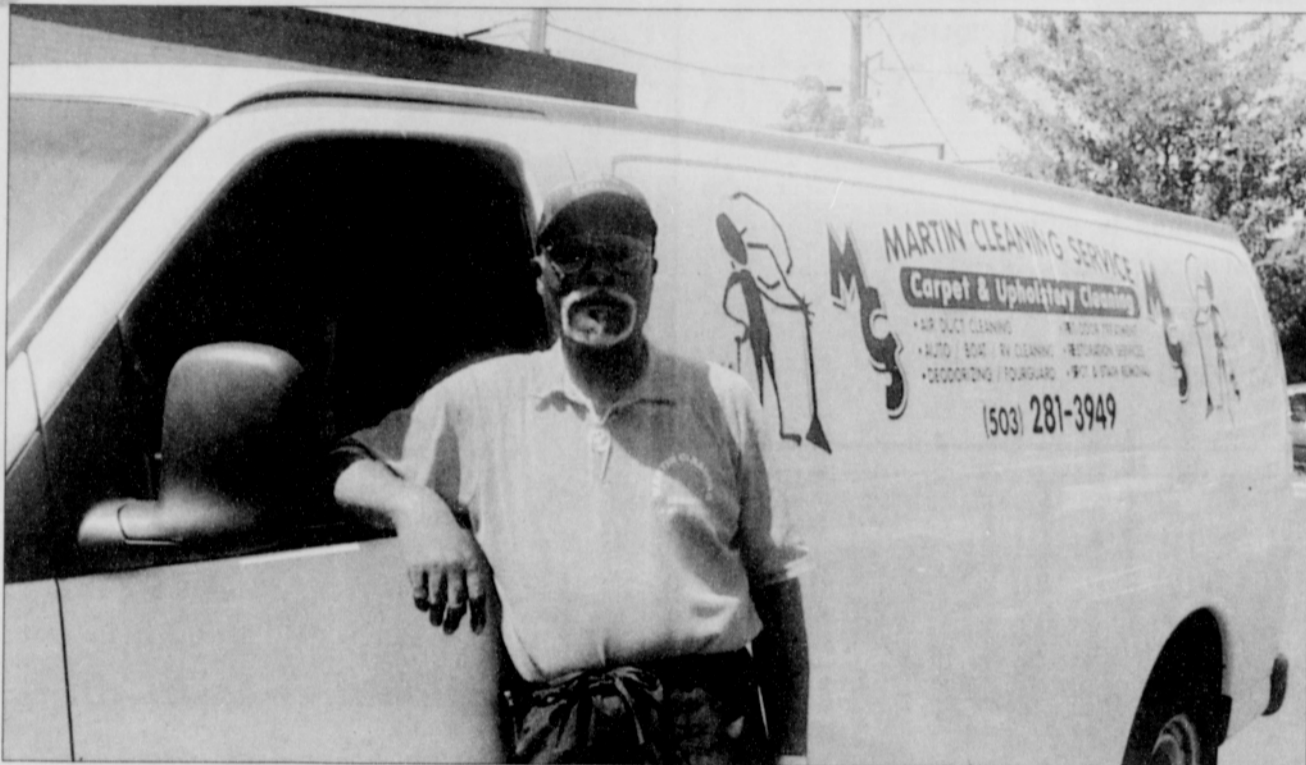
When Thomas Martin retired from Bonneville Power Administration, he began working for himself.

Beginning a carpet and upholstery business had little in common with his former career as a revenue analyst, but he learned the trade and opened Martin Cleaning Service five years ago.

He said he was just looking for something to do to keep him busy. Today, he's available six days a week for spot and stain removal services to homes, buildings, vehicles, boats and recreational vehicles. He also specializes in pet odor treatment and baby-safe carpet cleaning.

"I do quality work and my prices are reasonable," said Martin. "And I'm timely to appointments."

Martin, a 40-year-long resident of north-east Portland, says most of his clients are midtown residents but he has approximately 10 percent of commercial clientele as well.



Always keen to sharpen his skills, Martin is constantly training in the newest innovation with the Institute of Inspections Cleaning and Restoration, of which he is a certified member.

"I have many resources to assist me upon request such as the institute's online services and wholesale suppliers staff as well as other carpet cleaners," he said.

According to Martin, his supplies, resources and knowledge have given him the tools to get the job done.

To contact Martin, call 503-281-3949.

*Thomas Martin began a second career by starting his own business after retiring from the Bonneville Power Administration. Martin Cleaning Service now keeps him busy with both residential and commercial accounts.*

PHOTO BY MARK WASHINGTON/  
THE PORTLAND OBSERVER

## Job Interview Tips to Avoid Pitfalls

Prospective employers share common pet peeves

Your worst job interview nightmare could begin with you sitting across from the interviewer, feeling like things are going well when all of a sudden, you hit one of the interviewer's pet peeves.

According to msn.com, the best way not to trigger an automatically negative response is to avoid the common complaints of prospective employers.

The first of some common interviewing pet peeves is preparing for an interview like preparing for a date. Too much perfume is a terrible



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idea and may evoke bad memories, like the smell of an ex-girlfriend.

A good interviewer will try to draw your conversation out by

asking open-ended questions. If you don't take the hint that this is the time to talk about yourself, then it may amount to a missed opportunity,

and a missed job. Likewise, it's also not good to dominate the conversation by talking too much. Usually, this occurs

when the interviewee rambles. Stay on topic, and wrap up your answers in two or three minutes.

Look your interviewer in the eyes. Avoiding your interviewer's eyes during the whole interview makes you look untrustworthy. If you're too shy, focus on the "third eye," just above and between the interviewer's eyes.

Most importantly, don't lie. Little lies, about salary, previous jobs or leaving with no intention to follow through, are a waste of an interviewer's time. Be completely forthcoming or you'll lose a job once you get caught.

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