



**CASS**  
Capital Area Staffing Solutions

**BASS**  
Bangor Area Staffing Solutions

# October 2016

## Permanent Hires



### CONGRATULATIONS

to the following Field Employees who have been hired permanently at our Client Companies!

Loren Brown

Jeffrey Mercier

Matt Rice

Katie Furbush

Jessica Varner

Tracey Brewer-Curtin

Tennille Rivers

Heather Merrill

Renee Bouchard

Carl Segee

**Thank you all for representing us so well!**

## Hot Jobs!!!

Ask us about the following jobs we have available!!!

## IMPORTANT NOTICES!!!

Please remember to submit your time card to us no later than **Friday afternoon**, unless you are working a weekend shift. In that case, please fax or E-mail no later than 8am Monday morning.



**SAY  
BOO  
AND  
SCARY  
ON**

## Augusta Area:

Accounting Clerk  
Teller/Member Service Rep.  
Bookkeeper  
HR Assistant  
Acquisitions Editor  
Customer Service Rep.  
Medical Front Desk Admin.  
Office Assistant  
Part-time Office Assistant  
Legal Assistant  
Laborers  
Cleaner  
Production Operators - Various  
Shifts

## Bangor Area:

Administrative Marketing Asst.  
Business Cleaners! Part-time  
Legal Admin  
Boat Detailing-Yard Assistant  
Paralegal - PT Opportunity  
Front Desk Admin. Position  
Towing Dispatcher  
Accounting Assistant  
Front Desk Administrator  
Receptionist  
Fabricator-FT-Immediate Need!  
Carpenter's Helper  
Delivery Driver - Home Each  
Night!  
Receptionist - Customer Service  
Opportunity

Please remember to visit  
**CapitalAreaStaffing.com** or  
**BangorAreaStaffing.com** each  
week for all of our  
**Hot Jobs.**

# GOOD VIBES ONLY

## Limit the Noise During Your Job Search

By Loring Careers

Throughout your job search, ignore anyone or anything that is negative. This may even include reading, watching or listening to the news. Good news does not sell advertising - negative news does.

Often the people closest to you can provide the most noise in your life. They care about you and want you to succeed, but constant questions about your job search can begin to wear on your self-confidence.

Politely allow these individuals to talk, but try not to listen to what they are saying. Consciously declare what they are saying as noise and put your efforts and attention toward positive actions and thoughts.

There are people who see a glass half full. There are people who see a glass half empty. There are also people who don't even see the glass and those are the people you need to avoid.

When someone offers their opinions of what you can or can't do, it's important that you develop the attitude, watch me!

Think of all the times someone has told you what you would or would not achieve. Think of the amazing impact great teachers have had on students when they tell their students of the great things they can accomplish - and they do.

Throughout your job search you will experience rejections, objections and opinions of many different people. It is

important for you to stay confident in your abilities and continue your job search efforts. Each no is that much closer to someone saying yes.



## FUN FACTS FOR OCTOBER

### OCTOBER IS:

National Cookie Month  
National Chili Month  
National Pizza Month

Birth Flower - Calendula  
Birthstone - Opal

Oct. 10 - Columbus Day  
Oct. 31 - Halloween

"Autumn is a second spring when every leaf is a flower."  
~ Albert Camus



## Stuffed Jack-O-Lantern Bell Peppers

### Ingredients

- 6 bell peppers (any color)
- 1 pound ground beef
- 1 egg

# OVERQUALIFIED

## *What Leads to the Objection "You're Overqualified!"*

Scenarios that lead to the overqualified objection including the following:

- You mass mailing resumes and cover letters with no customization. If you don't explain why you are interested in their specific job and your past employment was at a higher level, you are screened out.
- You have extensive experience and list several accomplishments that are so incredibly amazing, the employer is scared off.
- You feel the company will raise the salary range to match their salary demands. All employers have a budget and salary ranges, so this person is screened out.
- You have worked at the level of this opportunity many years ago and there is no conceivable reason why they should take this big of a step back. If there is no explanation - this person is screened out.

This objection will not go away - so it is important that you learn how to overcome this objection so you will be seriously considered for opportunities. Develop a two part strategy:

**Part One** - Your job Search Correspondence

- 4 slices whole wheat bread, cubed
- 1 small onion, chopped
- 1 small tomato, diced
- 2 cloves garlic, minced
- 1/2 cup chili sauce
- 1/4 cup yellow mustard
- 3 tablespoons Worcestershire sauce
- 1/4 teaspoon salt
- 1/4 teaspoon pepper

### Directions

1. Preheat oven to 350 degrees F (175 degrees C). Grease an 8x8 inch baking dish.
2. Lightly mix together the ground beef, egg, bread cubes, onion, tomato, garlic, chili sauce, mustard, Worcestershire sauce, salt, and pepper in a bowl.
3. Wash the peppers, and cut jack-o'-lantern faces into the peppers with a sharp paring knife, making triangle eyes and noses, and pointy-teeth smiles. Slice off the tops of the peppers, and scoop out the seeds and cores. Stuff the peppers lightly with the beef stuffing, and place them into the prepared baking dish so they lean against each other.
4. Bake in the preheated oven until the peppers are tender and the stuffing is cooked through and juicy, about 1 hour.

Develop an explanation on your cover letter explaining why you are extremely interested in their opportunity (considering your background).

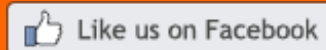
### Part Two - During Your Interview

Explain why your experience, skills, accomplishments, confidence and interest make you a perfect fit for their job.

This will help you effectively overcome the "You're Overqualified" objection.

**Please take a moment and "like" us on Facebook!**

#### CASS



#### BASS

