

## How do I find an ASEP sponsor?

Q: How do I find a qualifying sponsor?

A: Use the listed web sites, simply type in your zip code and you will find phone numbers and maps to the shop.

Q: Who should I talk to at the shop?

A: Generally you will be looking for the service manager, sometimes the shop owner.

Q: What if the owner does not know what ASEP is?

A: Give them a brief description of the program, and ask them if it would be OK to have an ASEP Instructor call them. Call Tim or I and get us the contact information.

Q: Should I call first or just go out in person?

A: You may want to call and find out if the service manager/owner is in, but defiantly go out in person; it is much easier to say no on the phone.

Q: What should I bring with me?

A: You should have a resume, your test scores, a pen, and a sponsor approval form.

Q: What should I wear?

A: Dress appropriately for a job interview, after all that is what you are doing.

Q: Are there better times of the day or week to go looking?

A: Monday mornings, Friday evenings, and weekends are generally bad times.

Q: How long will this process take?

A: Tough to say, it often requires multiple visits to the same sponsor to get them to take you seriously; you will need to convince them that you really want to work there.

Q: How many sponsors will I have to go to?

A: Again tough to say, many students report that they have gone to more than 10 shops before being sponsored.

Q: What should I do if I get discouraged?

A: Call an ASEP instructor; they may have information that will help.  
Mark Hickman @ 651-423-8363, or Tim McCluskey @ 651-423-8387

### Qualifying Sponsor web sites

[WWW.chevrolet.com](http://WWW.chevrolet.com)

[WWW.buick.com](http://WWW.buick.com)

[WWW.cadillac.com](http://WWW.cadillac.com)

[WWW.acdelco.com](http://WWW.acdelco.com)

[WWW.GMC.com](http://WWW.GMC.com)

[WWW.GMADA.com](http://WWW.GMADA.com)

## GM ASEP Interview Tips

1. **Practice your pitch.** You will only get about two minutes before they will have made up their mind about you, so come out with your best stuff before they stop listening. Past auto training (high school), military background, past mechanical work of any kind, worked on a farm, boy/girl scouts are all good to start with.
2. **Image is important.** Before you even speak, how you dress and carry yourself speaks more than you will know. Clean clothing, no jeans, no tennis shoes, no hats, remove as much jewelry, and grommets that you can. Cover tattoos, remove your hat, cut your hair if needed (it will grow back, trust me). Walk in like you are on a mission, ask for the manager. You are on a mission after all. This may sound extreme, but it works.
3. **Leave your phone in the car.** I know it's like leaving behind your best friend. But that's the whole idea; you wouldn't take your friend into the interview with you? Even if you have to wait to see someone, do not pull out your phone, if they see you using it they may think that is what you will do on the job. That is not what you want them to think.
4. **Don't smoke before going out for interviews.** Many employers do not want to hire smokers, why, it costs them more money to hire you. You don't think they will smell it, trust me they will, and they may hire someone else because of it.
5. **Shake their hand like you mean it.** Oh yah, and look them in the eye as well. Something as simple as a weak handshake, or poor eye contact, will blow the deal for you. If your hands get clammy because your nervous (as you should be), go wash and thoroughly dry them before greeting the manager. Nothing like a sweaty handshake to start off the interview. If the manager feels like he has to take a shower, he won't be able to focus on you.
6. **Body language says a lot.** If seated lean in toward the person you are talking to. Act interested, even if you are not. Smile once in a while. Bad posture or slouching in a chair is never a hit.
7. **Remember they can hire anyone.** So tell them why it should be you, show enthusiasm. You don't have the skills they are looking for yet, so sell yourself with your potential. "I hope to be your top tech someday" would be a good start. If you are a shy person, work on coming out of your shell. Don't let all of the extraverts get your job.
8. **Be persistent.** Most employers will not take you seriously the first time that you visit. So unless they have banished you from their workplace, go back, several times until they say yes, or no. Once they know you on a first name basis, it is harder to say no.

