

Is Your Body Language Keeping You Unemployed?



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language no-nos that Julianne committed. Click on the gallery to the right to see where Julianne went wrong.

In addition to shoulder shrugs and hair-tossing, Janine explains that Julianne needs to watch out for other problem areas. "It's both body language and your verbal," she says, "and one of the things that happens when you're not prepared is that both of those are going to be a big mess, a big jumble of nothing. All that sends is a message of insecurity. It's very important how you phrase things, to take those pauses, and to really believe in yourself. When you exude confidence and you believe in yourself, everything will come together."

Julianne asks Janine what she can do about preventing slip-ups like saying 'um' or smacking her lips when she's not even aware she's doing them. "Videotape yourself or have friends videotape you," Janine advises. "Have them ask you some questions so you can stop these idiosyncracies that are creeping up because when you're nervous they increase tenfold. The lip-smacking, the 'ums,' the 'ers' -- those are called verbal fillers. These are stalling techniques so you can figure out what you want to say but it leaves the message with the interviewer that you're being deceptive."

What are Janine's top tips for maintaining the perfect language during an interview? [Click here for a Web exclusive video of Janine taking you through the acronym P.R.A.I.S.E.!](#)

To help Julianne practice her new body language skills, Rachael arranges for her to interview at Alison Brod PR fashion assistant position. Good luck Julianne!

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Julianne is anxious to enter the world of fashion design, but she's finding that it's not exactly welcoming her with open arms. With no response after two dozen job interviews, she finds herself still hitting the pavement. "I just need to figure out what I'm doing wrong," says the 25-year-old. To get to the root of the problem, we had a body language expert pose as a *Rachael Ray* staffer during a few of Julianne's interviews. "It was a train wreck!" says Janine Driver. "Her body language without a doubt is hurting her."

Julianne's potential employers confirm Janine's theory. "I did notice that she was fidgety and she also played with her hair a lot," said one interviewer. "I see that there's talent there, but I do think that she should exude more confidence about it. To make it a yes, she needs to walk through the door, be very sure about what she wants and what's her goal, and to articulate that."

Janine breaks out the telestrator to point out some of the body