



How to Ask For and Get the Job

- 1. Prepare for the interview**
 - Research the company- determine what skills/traits you have that the employer needs
 - Make your presentation persuasive & believable- if you are confused about what you have to offer, then the interviewer will also be confused
- 2. Learn about the interviewer**
 - Help the interviewer relax and see you as someone who is going to be an asset to the company and solve their problems
- 3. Use “consultative selling”**
 - Ask the right questions
 - Learn the company’s weaknesses and show them that you can provide the solution
- 4. Motivate yourself**
 - Be confident & courageous- asking for the job is essential
 - Get rid of negative thoughts before you enter the interview
- 5. Know when to close**
 - You should be closing at all times- listen for signs of interest, look for body language and sense when there is an opportunity to close
 - Silence is a powerful tool in closing (too many silences may be awkward though) Give the interviewer a chance to hire you.
- 6. Try these closes**
 - Choice close- give the interviewer a choice as to when you can interview and even when you can start- this might seem aggressive, but it shows that you are eager to work for the company
 - Third-party endorsements- when explaining an accomplishment, mention the employer you did it for; this gives you credibility
 - Assumptive close- talk and act as if you already are working for the company; use “we” and “us” in your conversation (note: maintain your professionalism throughout this process)
- 7. Overcome objections**
 - Turn the objections into opportunities/strengths
- 8. Sum up & ask for the job**
 - Sum up what you have to offer and show how you will benefit the employer
- 9. Confirm the close**
 - Repeat terms of the offer
 - Ask the interviewer if they have any more questions
 - Thank the interviewer at the end