

Better First Impressions Interview

A tool to show that you are a great listener who is interested in the needs of your audience (so they will listen to you)

What pleases you most about your work?

Resist the urge to tell your story. Let them talk.

That's interesting, tell me more...

Write down key points – use them later

How did you do that...

They can never tell you enough!
You can never know enough.

A tool to stop you talking about yourself

Sounds like you are an XYZ kind of person (organization)...
(Capture their response...)

Affirm briefly what they told you. Be authentic.

What are you working on that you'd like to be better?

This is their key issue / problem. They might want your help!

May I share with you where I was once engaged in a similar situation?
(Note their response to your story...)

Too early to make an offer

Show them you have related experience. *Be brief!!!*

What gives you grounds for optimism you will succeed with your effort?

Too early to make an offer

Find out what they want to do about the issue

Given what you have told me and if I was in your situation what's the one thing you'd recommend I do (to support you)?

Let them tell you how you might help.

It's time to ask for an action step or another meeting...

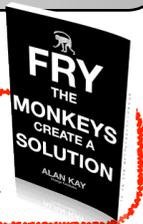
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The Glasgow Group : Better Now www.alankay.ca

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- 🗣️ What pleases you most about your work?

- 🗣️ That's interesting, tell me more...

- 🗣️ How did you do that...

- 🗣️ Sounds like you are an XYZ kind of person (organization)...
(Capture their response...)

- 🗣️ What are you working on that you'd like to be better?

- 🗣️ May I share with you where I was once engaged in a similar situation?
(Note their response to your story...)

- 🗣️ What gives you grounds for optimism you will succeed with your effort?

- 🗣️ Given what you have told me and if I was in your situation what's the one thing you'd recommend I do (to support you)?

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