



Interviewing RED FLAGS!

Are you *Too Motivated To Let The Economy Win?* Or, clinging to hope, without preparation?

In **PART I and II** we looked at interviewing impressions to separate you from the crowd seeking the same position. Now, navigating the taboo topics can nail the job, or your employment coffin!

CASH Hungry

A guaranteed way to kill the “introductory” interview is to bring too much focus on money. The interviewer will likely ask about your current salary, so be honest; the interviewer realizes you will not take a cut in pay. Therefore, you should explain that you are more interested in hearing about the opportunity and feel confident that compensation can be worked out.

Distressed

If you appear desperate, the obvious questions will be; are you out of work, why, how long? Sadly, these questions will over-shadow the process. Even if you are frantic, never telegraph despair or the impression of pending doom.

Laid-off

Unfortunately, many interviewers assume a “layoff” is a cover word for terminated. Do not hesitate to explain specific reasons for your situation. Failing to do so will open the door for the interviewer to assume the worst.

Terminated

This is the most awkward and misunderstood aspect of interviewing. Do not view it as a trap, but an opportunity to show that you are comfortable with being honest. Your answer, without hesitating or stumbling, will be the deciding factor for a second interview. Always use “let-go” rather than the edgy “fired.” Do not go into detail; convey blame or anger. Look the interviewer in the eye the entire time you are discussing what happened. If possible, secure a positive reference from a former employer to take with you and present as the situation is discussed. Do not include this recommendation with your resume’ at the beginning of your meeting. Employers respect honesty. Do not be afraid to admit your errors with reassurance that it will never happen again. If you lack confidence and comfort, you run the risk of leaving the impression that the former employer might have been right.

Questions

If the interview was “fast-tracked” to get you out of the office, asking follow-up questions will be redundant. However, if the interviewer asks if you have questions, explain that you are excited about the opportunity and ask what you can do to aid their decision. The first interview is not the time to raise in-depth questions or concerns that might show hesitation. During the closing handshake, reinforce your enthusiasm and interest in the position.

Follow up

In today’s electronic world, an email to the interviewer the day after the meeting, quickly restating your interest in the position is acceptable. Keep the message a couple lines so that the reader does not have to move the scroll bar to read the entire message. Mailing a “thank you,” the following week will separate you from the candidate pool. Finally, two weeks after the meeting, a telephone follow-up with the interviewer is acceptable.

In *TOO MOTIVATED TO LET THE ECONOMY WIN*, part IV; improving your eMARKETING Plan.

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