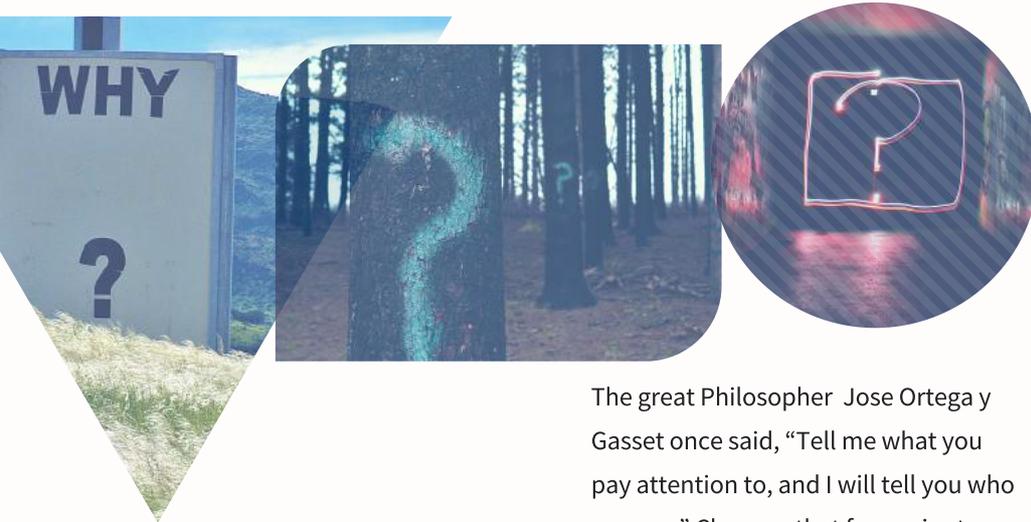


SAIGE PARTNERS



COLLISION WITH THE FUTURE

BY BREANNA LEUZE

Congratulations, you made it to the interview. You were on time, you were polished. You presented well. You failed to ask questions. As a result of your lack of preparation for the actual interview and failure to ask questions, you received an email that stated you were no longer in consideration for the position.

Let us review. Your resume is what gets you in the door to interview. Your personality and you as a person is what lands you the position. The interview, is an exchange, a dialogue between individuals that build a relationship. Is it building the relationship you want, or was your interviewer interacting with a character similar to the one in, *Ferris Bueller's Day Off*? "Anyone, anyone, Bueller, Bueller, Bueller?" Did you actually pay attention? Did you listen to what the interviewer asked and engaged in a meaningful discussion? Did you ask any questions, or did you happily say, "No, I have no questions at this time", and go on your way?

The great Philosopher Jose Ortega y Gasset once said, "Tell me what you pay attention to, and I will tell you who you are." Chew on that for a minute while we review what you should have done.

If you made the fatal interview mistake of not asking questions during the interview it demonstrates a few things like: You are not interested, you did not listen to a word your interviewer stated, you did not research the employer, you did not research your interviewer, you are not prepared, you have not given much thought to your future with the potential employer and really, you have not given much thought to anything.

It is quite necessary to research the position you are interviewing for, along with the organization. Did you look to see what the position is like on BLS.gov under the Occupational Handbook? Do you know what the demands of the position will be? Do you know what the outlook for the position is? Did you look up the latest earnings report on the organization you are interviewing with? Did you look to see what the mission and vision statement is? Can you weave these through the conversation during your interview? Yes, yes you can as it clearly shows you are engaged, intelligent and investing time in yourself.

Did you look up your interviewer on LinkedIn? Did you see what their exact experience is? This would be another bridge to help move you forward in the conversation.

Did you take notes during the interview to demonstrate you were listening? Did you reference back to the notes you took during the interview to ask questions?

A good rule of thumb is to always ask at least three to four questions during the last part of the interview. Your interviewer will typically ask you, "Do you have any questions?" This is the time for you to seize the day!

As an example, you may ask, "Tell me about my direct supervisor and his/her leadership style?" "How does blank employer coach their employees during the first 90 days?" "What has your experience been since you started in your position, and with the employer?" "Of the candidates that have been interviewed for this position, what sticks out to you the most about my professional experience, in comparison to the others?"

Your interview is to establish if both parties, you and the potential employer are going to move forward with another interview, or an offer of employment. If you ask the detailed questions to show interest and to continue to build the relationship, it continues the conversation as to why you should be hired. "Life is a series of collisions with the future; it is not the sum of what we have been, but what we yearn to be." -Jose Ortega y Gasset