



What Goes Wrong

- Solve the problem before it happens.
- The BIG 3:
 1. **You are too nervous**
 - a. This is usually because you are **flying blind and “Winging it”** and **haven’t done your research**.
 - b. You **genuinely are nervous**. If that is the case, **tell them!**
 - c. I’ve seen well prepared candidates smash the number 1 contender because **they did their homework**.
 - d. If you are nervous, and you should be because hardly anyone (apart from recruiters) spend their whole life interviewing, so you need to **find someone to role play with**. Have a practice run with a friend or a neighbor.
 - e. **Chillax man!** It’s only a job interview. If you stuff it up they aren’t going to take you out the back and beat you up.
 - f. **Have fun with it**. Let them see the ‘person’ they are hiring and not just the skill set.
 - g. **Video yourself**. This is the fastest way to learn what NOT to do.
 - h. Nose pickers. Ear pullers, collar tuggers, eye droppers, toe tappers, finger drummers, jewelry fiddlers, lip lickers and water sippers. Watch and be horrified!
 2. **You can’t articulate yourself**
 - a. Once again, Chillax! **Practice with a mate**. Get used to being put on the spot.
 - b. You must be able to **explain what you do AND match it to what they want done**.
 - c. **Find the common ground** – ask “I did this, do you do that?”



- d. **Have prepared information** to compliment your resume. If you can't articulate it, give it to them in written form. Go through it together.

3. **You can't match what they want to what you've got**

- a. In this situation **you need a position description** - which they should give you prior to the interview. **ASK FOR IT!**
- b. If they don't give you a position description (usually because they don't have one) **just go off the ad** you applied to.
- c. List off **what they want** and then **match what you have** done to each point.
- d. If the role is not for you, or you can't do, **look for lesser roles where you could still join the business.**