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7 STRATEGIES TO STOP RAMBLING IN INTERVIEWS





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1. KEEP A LIST OF STORIES YOU WANT TO SHARE

Keep a one-page list of top 15 stories or experiences you want to share with the interviewer. Note them in the format “Story Title -> Key Result” Example: “New market expansion at ABC Corp -> Revenue increased by \$50M/year.



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2. 30 SECOND SUMMARY

Take a top-down approach to your storytelling by giving a 10-second story summary and why you are telling it. An example will be “Let me share an example from the time I was Sr. Manager of Strategy at ABC Corp, leading product expansion in Asia region, leading to \$50M additional revenue per year for the company.”



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3. SOARR INTERVIEWING TECHNNIQUE

DITCH the **STAR** interviewing method in favor of my proprietary **SOARR** interviewing technique. Frame your stories as situations
-> Obstacle -> Actions -> Results -> Reflection
to clearly and concisely highlight the big challenge you overcame to create exceptional business results.



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4. RULE OF 3

Leverage the rule of 3 to give structure to your story and immediately curb rambling. Organize your actions in 3 buckets, 3 actions, 3 steps or 3 areas of concern. Where possible, give a header to each of the areas you are speaking about before doling out the details. This trick helps you get out of the weeds and instead stay at the 10K feet view during the interview.



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5. SLOW DOWN

If you are anything like me, you tend to speak at a 100 miles an hour when you get nervous. Draw a line across the top of your paper, and write in all caps SLOW DOWN.



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6. PRACTICE WITH A COACH

Practice your stories with a friend, peer or even better, with a coach. This investment of as little as an hour mock coaching session can easily have a 20X ROI for your job search.



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7. DRINK FROM A WATER BOTTLE

A neat little trick to use whenever you catch yourself rambling (and even when you find yourself at a loss for words) is to drink up some water. As soon as you catch your throat being scratchy from speaking fast or too much, stop. Then slowly open the lid of a screw top water bottle, take a sip or two, and screw the top back on.

This will help you calm your nerves and gather your thoughts, so you can jump back into the interview with more confidence & clarity.



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JITTERS & CONVERT
YOUR NEXT
INTERVIEW INTO A
\$200K+ OFFER?**



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TO HEAR THIS!**



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