

# Interview Preparation

## Goal:

Learn how to land great opportunities

Show you are hungry and the perfect fit for a company

Your focus was sales now its interviewing

You can be the best salesperson but if you can't pass an interview you will forever stay on the 1 yard line...

And it's time to score a touchdown!

## Prerequisites:

- **Show up on Interview**
- Haircut
- **USE COMPUTER NOT PHONE**
- Clean shaven
- Business casual at a minimum
- Clean Background
- Use all angles to your advantage
- **Study Offer and VSL THOROUGHLY**
- **NO DISTRACTIONS**
- **Put Phone on DND!**
- **Talk to people in offer to learn more**

## Understand:

- Companies DO NOT hire from past experience or record (but it can help for sure)
- Companies are **looking for killers**. People that are **hungry with a great attitude**.
- Almost all questions they ask are going to be about *you, your story and why you want to work there / get into sales*
- **Trajectory > Track Record ( be moldable )**
- **Humble, Hungry, Smart**
- It's not what you say it's how you say it- perception is reality
- An Interview will be your first sale for that company... **Treat it that way**
- **Be Confident**

**Traits ALL Companies Require:**

1. Preparedness
2. **Conviction**
3. Tonality
4. Presentation
5. **Big Claims**
6. Talking Speed
7. Professionalism
8. Confidence
9. Ability to do the Job
10. Charisma
11. Lack of incrimination
12. Do not overthink be yourself
13. **Hunger**
14. Coachability
15. Positivity

**Greeting:**

- Show up with a great attitude, Be Enthusiastic!
- Introduce yourself and greet them
- Show you are grateful and **hungry** for the opportunity
- Make sure everyone is on the Call

**Interview:**

Remember Acknowledge/Value/Big Claim

**Never Incriminate yourself**

**Questions:**

What are you doing for work now?

Why are you looking for work now?

How did you hear about our company?

What do you know about the company?

Who are you and why do you think you will be the #1 sales rep?

What's your biggest strength and why?

What's your biggest weakness and why?

How do you respond to pressure?

Why do you think you are qualified to work?

Where do you wanna be in 5 years?

How are you able to overcome a bad day or a bad week/rut?

What specifically about your sales ability makes you different?

How can we know we can rely on you to get the job done?

What separates you from every other candidate we are interviewing?

How do you feel about your ability to pressure a client into a close once they have shown they are a good fit and have the money?

### **What are we doing here?**

Example - "We are here to see how your next top salesperson is going to fit into your company"

### **How much money do you wanna be making?**

Example - "It's not about how much I want to make its about how much you guys would be willing to make with me, that's entirely up to you, I'm going to come in here and blow up your company"

### **How would you handle a team member slacking on work?**

Example - "First I would speak to them and see if the issue can be resolved, if nothing changes I would go to management/higher ups."

### **If you got fired months down the line what would it be for?**

Example - "Honestly, Calling to many leads I would say."

### **They will throw curveballs be prepared for anything**

#### **Things you need:**

- Your story & Why you're different
- Why you would be a good fit
- Why you want to work there / get into sales
- What you currently do for work
- Information about the company
- Your work ethic and how you learn
- Stories about how you've overcome challenges / accomplished great things
- Explain how your humble, hungry and this is the opportunity for you
- Big claims about how you're going to blow up their business
- A "good ego"
- Stories about how you've investing into yourself and trained to become a sales master
- Allow me to think about it for one second it's better than an idk or a pause without words
- **Pick the identity you're going to sell**

#### **Questions to show hunger:**

What is the future of this company and what is the potential here?

What's the opportunity for a sales rep 3 years from now?

Am I able to work weekends?

What does a perfect sales rep look like to you?

How late can I call leads?

What separates your average guy from your top closer?

Is there a limit to the amount of appointments I can set daily?  
What does it take to become one of the top performers in this role?  
What qualities do you find in those who exceed their targets month after month?  
How would you describe the work ethic and mindset of the best reps on your team?

## **DON'TS**

- **Do not miss the interview**
- Do not be reserved
- Do not ask dumb questions to sound smart
- Do not make up answers to questions you don't know the answer to
- Do not be someone you're not
- Do not act unprofessional
- Do not talk about pay
- Do not talk about days off
- Do not tell a company about other ventures you plan to do
- Do not say anything you wouldn't say in court
- Do not talk bad about anyone or any company
- **Do not Incriminate yourself!**

## **Close them**

- "What else do you need to know from me before we take the next step?"
- "Are we on the same page?"
- If you guys are on the same page with everything **CLOSE THEM**
- "Have you seen or heard enough to make a decision?"
- Stick the hand out for a handshake!
- They will either give you the job then and there or schedule a second interview
- "What are the next steps?"
- **FOLLOW UP AFTER INTERVIEWS 48 Hours is a good time frame to follow after you have had the interview**

**Remember-** You can be great at sales but if suck at interviewing you won't get the job.