



PROSPECT BOOMERANG

**"FAILING TO PLAN IS A
PLAN TO FAIL!"**

Benjamin Franklin

BE PREPARED FOR YOUR INTERVIEW

Know how to tailor
value based on the
recruit

Share the interview
but control the
narrative

Be prepared by
practicing the
interview process

Here are **7** tactics that will keep you on track

- 1** Focus on leadership and what they do for the recruit more than who they are!
- 2** Understand the recruits needs and you can only do that by asking good questions!
- 3** Share your strengths in relation to their needs **ONLY!**
- 4** Have testimonials ready that fit their business profile!
- 5** Bring the energy for their success not your need!
- 6** Have your recruiting interview pillars prepared before you go into the interview!
- 7** Understand closing starts before you meet them!

Learn more at:

prospectboomerang.com