

## HOW TO NAIL THE INTERVIEW AND NEGOTIATE YOUR SALARY

### Audio Talking Points

#### Overarching Principles:

- The company you are applying to does not hold all the cards
- As often as you can, control the narrative.
- Your goal is NOT to morph into the best fit for every job

#### Audio Sections

#### SECTION ONE

##### How to Mentally Prepare for the Interview

- #1 You are going to get a job.
- #2 Stop saying and thinking of a “dream” job.
- #3 You can turn down a job
- #4 You have no idea what they are thinking
- #5 This isn’t a room full of experts
- #6 You are being considered for the job
- #7 The interview shows you a lot about how the job will be

#### SECTION TWO

##### How to be Successful in the Interview

- #1 The Handshake
- #2 Those first few moments—don’t rely on them, rely on yourself
- #3 Court them, don’t stalk them
- #4 You can’t prepare for every question; so prepare for every answer
- #5 Be positive and do not take down enemies
- #6 Get over your fear of bragging
- #7 Careful with the word “I”
- #8 This is a TWO-PART Interview
- #9 Closing the interview and sealing the deal

## **SECTION THREE**

### **How to Get in the Right Mindset to Negotiate Your Salary**

- #1 It all comes down the range.
- #2 Why your base salary is important
- #3 It's less effort now than it will be later
- #4 They want you, too!
- #5 Why you have leverage
- #6 You will most likely be met in the middle
- #7 Why the time to negotiate is now