

HOW TO GET HIRED FAST!

FREE CHAPTER



**#1 Key Question You
Must Ask Your Interviewer**
**If You Don't Ask This, You
Won't Get The "INSIDE INFO"
You Need To Get Hired Fast.**



Author Ronnie Schmidt, CEO of Marketing Consultants Group, LLC hired by 6 Fortune 500s including Bausch & Lomb, Honeywell.

HowToGetHiredFast.com

HOW TO GET **HIRED FAST!** **Advanced** **Teaching Book** **Series**

INSIDE: The Must-Have "NO CONVINCING, NO SELLING, NO STRESS" Results-Proven Secrets, Tips, Tactics, Teachings and ADVANCED SYSTEMS You Will Need To Avoid 7 Mistakes That Stop You From Being Hired

"It's worth \$\$\$\$\$, saves you time, gives you peace of mind."

– Ronnie Schmidt, Author, CEO of the
Marketing Consultants Group, LLC
(MarketingConsultantsGroup.com)

Ronnie was hired by 6 Fortune 500 Companies - Fram Boise-Cascade, Amstar-Domino Sugar, CooperVision, Honeywell, Bausch & Lomb.

"HOW TO GET HIRED FAST!"
New Advanced Teaching Book Series
(HowToGetHiredFast.com)

NOTE: No Sharing Or Reproducing Copywritten Materials

Published in the United States Of America and Cayman Islands.

HOW TO GET HIRED FAST! - ISBN # 978-0-578-83768-0

HOW TO GET HIRED FAST! registered with the U.S. Library of Congress, on file with the U.S. Copyright Office registration TXu002289204.

All worldwide rights reserved by the Author and Publisher.

The author guarantees all contents are original and do not infringe upon the legal rights of any other person or work.

No part of this book or any of the author's Teaching Books may be reproduced in any format for any reason without the express written consent of the author and publishers.

Any violators to the author's copyrights will fully be dealt with, including all U.S.A. and international copyright laws.

Views expressed in this book are not those of the Publishers.

The Marketing Consultants Group, LLC reserves all rights not expressly granted here.

Editing by Bridgetta Messina

Cover Design by the Marketing Consultants Group, LLC

(MarketingConsultantsGroup.com)

Support: (800) 330-8908 Ext. 800

Support@MarketingConsultantsGroup.com

HOW TO GET HIRED FAST!

Customer Service: (800) 765-7642 Ext. 2

Support@MarketingConsultantsGroup.com

NOTE: No Sharing Or Reproducing Copyrighted Materials

All images, text, contents, products and scripts are licensed and never sold, unless otherwise stated.

Reproduction of this book in any format for any reason is strictly prohibited.

You may not use, copy, emulate, clone, rent, lease, sell, modify, decompile, disassemble, otherwise reverse engineer, or transfer the licensed program or product, or any subset of the licensed program or product, except as provided for in this agreement or expressly in writing.

Any such unauthorized use shall result in immediate and automatic termination of this license, the Book will no longer be available via electronic means and will result in criminal and/or civil prosecution.

WARNING

This book is traceable by electronic means.

That means that if you share it, knowingly or unknowingly, you have broken the copyright laws by which this Book is registered.

We will pursue you, whoever you shared it with and prosecute all parties to the full extent of all international and U.S. copyright laws.

What is included in this FREE CHAPTER?

**First, thank you for taking time to get my FREE CHAPTER –
THE #1 KEY QUESTION YOU SHOULD ASK AN
INTERVIEWER (Immediately following this message).**

**In this chapter I describe in detail how to use the answers from
the most important question you should ask an interviewer to
“get inside an interviewer’s head” to get a detailed description
of the perfect candidate he or she has in mind to hire and with
that most important information, how to turn your interview
around in your favor.**

I know you will enjoy reading it and get value from it.

**I’ve also included the Table of Contents from my
HOW TO GET HIRED FAST! Book Series so you get a
preview of all that is included in my “full length” books.**

**When you buy my books or take my courses, you will get
all the new “results-proven” secrets, tips, tactics from me,
Ronnie Schmidt, CEO, The Marketing Consultants Group, LLC
(Hired by 6 Fortune 500 companies, hired and mentored many.)**

**How To Find Your Best New Job Opportunities
Get Inside Any Organization, Fix Your Resume
Get Appointments With The Right Hiring People
Turn Interviews Around In Your Favor
Your Most Important Checklist
& Much More.**

Get it at HowToGetHiredFast.com

THE #1 KEY QUESTION YOU SHOULD ASK AN INTERVIEWER – DON'T ASK IT AND YOU MIGHT NEVER KNOW THE INFO YOU NEED TO GET HIRED

It is most important that somewhere in your conversation to ask this question, **“If you were to describe the perfect person you are looking to hire for this position, how would you describe them?”**

You will then want to listen very carefully to their description and in your own words restate who they are looking for based upon their own description by saying, “In other words, you want someone who _____, is that correct?”

If they agree, tell them that your own attributes and qualifications match their description of who they are looking to hire. Because that is what is important to them.

As an example, I was once interviewed by a senior sales executive, Bill Johnson, a former Marine tank commander, with broad shoulders that stretched across the room, along with two subordinates who reported directly to him.

He was about as physically intimidating as you could imagine.

You could say I was under a great deal of pressure, interviewing all three at one time. And so, here is what I asked the senior executive, “Bill, if you were to describe the perfect person you are looking to hire for this position, how would you describe them?”

His response was something I never would have expected in a million years.

The lesson I learned is to expect the unexpected when you ask a question as broad as that most important question.

But in Bill's mind's eye, he knew exactly how to describe his choice for the future field manager he wanted to hire.

Here is what he said, "I want someone who can go into a phone booth, change clothes, come out with a big "S" on his chest and not stink."

Now if you had ever seen the TV series or the movie featuring this well-known superhero you probably would know who he was referring to.

Fortunately, I knew exactly who he was describing and responded, "Oh, so you want Superman."

All four of us chuckled, and I then knew when he answered exactly who he was looking for.

Because he described his choice of the future manager he wanted to hire.

In his mind's eye, he wanted "Superman" to take over the leadership of the 6 salespeople who would report to the new sales manager.

He could have described anyone, but he was describing someone who according to the TV series and movies was a mild-mannered reporter by day, Clark Kent.

But secretly when his supernatural powers were needed, he quickly changed into his Superman costume and acted the part of Superman.

And exactly as Bill had described, Clark Kent, Superman's other persona, would go somewhere, change clothes and come out in his Superman costume with a great big "S" on his chest.

Clark Kent, the mild-mannered reporter, who changed into Superman all the supernatural powers that Superman had, incredible strength, able to leap tall buildings in a single bound, fly from one place to another, with the supernatural ability to see through solid objects and use his supernatural powers to save the day for whatever trouble or problem came up.

Looking back to the time when Bill said that it was a brilliant description of exactly who he wanted to hire for that position, Superman.

And I would never have known how he would have described that person if I had not asked Bill directly for a description.

Remembering back to that specific interview, I was dressed in a three-piece suit, and probably looked a little like the reporter Clark Kent.

Clark Kent spent most of the time on the TV series dressed in a

suit and tie in his role as a mild-mannered reporter.

Bill Johnson described who he wanted to hire.

Suddenly my back straightened up a little and my chest puffed out like Superman would appear in his Superman costume.

Somehow, I guess I made myself appear as if I could do exactly what Bill described he wanted his sales manager hire to do, to go into a phone booth, change clothes, come out with a big “S” on my chest in my Superman costume and not stink.

I cannot promise you are going to get such a visual description when you ask most interviewers this most important question.

But asking your interviewer to describe the perfect person he or she has in mind for the position he or she is hiring for is the best way to discover exactly who the interviewer has in mind.

By asking this question, you have an opportunity to discover in their mind’s eye exactly what they are thinking about when they describe the kind of person they want to hire.

Because when your interviewer is right in front of you, face to face, you can judge by their description who they are looking for.

You will be able to see their body language, their facial expression, the tone of their voice and other tell-tale things.

Of course, during the conversation, you should phrase this most

important question in such a way that they are “describing the person” they want to hire, not merely reciting the company’s or organization’s job description.

“If you were to describe the perfect person you would hire for this position, how would you describe them? “Notice the question begins with asking them in a non-confrontational way for them to “describe” who their perfect person would be.

Because if they are making the decision about hiring, it matters less to them what other people want or what the job description says, their description matters most to them.

Of course, Bill knew that he could not hire Superman, what he really wanted was someone who could do what Superman did.

Come to the rescue, take over the management of whatever problems were happening at that time and solve them.

This goes back to the theory that it is extremely important to understand and know who the interviewer wants to hire in his own mind.

Bill Johnson had in mind Superman. But most important was the way he described what Superman was doing. This is what you want your interviewer to include in their description.

It was like I was reading between the lines and interpreting what Bill had described Superman doing.

Because when he described what Superman was doing, I knew from his description what he wanted his new sales manager to do.

And how his description of his “perfect person” would be able to do it, just like Clark Kent used to do.

As he transformed himself from his mild-mannered reporter Clark Kent persona into his supernatural Superman persona.

That is what Bill envisioned his new field manager doing, transforming himself from mild-mannered reporter into a person with superpowers to lead the sales team and effectively manage the 6 sales representatives.

Bill’s description allowed me to discover what he was thinking.

I would not have discovered his description of the perfect person he wanted to hire and what he saw that person doing if I had not asked the most important question of the entire interview.

He really wanted to hire Superman, but he would settle for hiring me if he thought I could do what Superman did.

Going into a phone booth, changing clothes, putting on my Superman costume with the big “S” on the chest and not stink.

Notice that he did not mention or want me to fly or have superior strength like Superman, knowing that most likely

that would be impossible, he just did not want me to stink.

I did not bother to ask him because I could easily handle the not stinking part of his description, no superpowers needed.

Even though there was a candidate who had longer tenure with the company and who was next in line for the sales management position, Bill hired me over the other candidate, although I had only been with the organization for about 6 months.

There were other reasons why Bill hired me for the sales management position.

One was when Bill asked me during the interview what would be the first things I would do as the new sales manager.

Knowing that he would ask this question, I pulled the two-page action plan I had prepared from my briefcase and handed it to each of the three executives.

I was totally prepared to get hired fast and it only took three executives, one interview and one day's discussion with the three executives for them to decide.

Hopefully, this illustration has made you aware that one of your primary objectives is to get inside your interviewer's head by asking the most important questions you are going to ask.

Also anticipating and being prepared with answers to their most important questions.

The simple formula for getting inside your interviewer's head to get the most important information you need to figure out who they have in mind to hire is as follows:

1. Ask each interviewer to give you a description of the perfect person they want to hire.
2. Listen to their answer.
3. Then relate the same traits and characteristics of that perfect person they just described as a match to your own traits and characteristics.

In other words, you describe yourself back to them as the match to the “perfect person” they just described.

My simple “results-proven” Interview Turnaround question will work for you the same way it worked for me.

It is simple and highly effective because you are providing your interviewer with what they described, not what you think they want, but exactly what they want, in their own words.

You then can position yourself as being what they want, emphasizing the same character traits they describe rather than other things that may or may not be that important to that decision maker.

Getting their specific description of who they want to hire as the “perfect person” is critical to a successful interview.

Because you get to understand who they are looking for. And then simply making the connection between who they told you they were looking for and yourself.

What if you did not ask this most important question?

If you do not know what they are looking for, chances are good that you will miss the opportunity to position yourself as having the same attributes as the “perfect person” they are looking for.

Does this make sense to you? I am assuming it does.

Let us now move on to your second objective and the specific tactic you will want to use regarding turning the interview around in your favor. You will want your interviewer to open up about themselves, their career and the organization, etc.

In my professional experience, the person who talks the most during an interview usually perceives they have had the best experience.

So, what you should do is ask questions about your interviewer that you want to know about them, their career, the organization, etc.

Here's a special offer you can only get here.

GOOD NEWS!

“Avoid 7 Mistakes That Stop You Being Hired”

EXAMPLE: Do this to set yourself apart, find your best, new job, get inside with the “2 Key Hiring People and “Irresistible Offer” from the book employers find hard to resist

Here's all the new, different, superior **"NO CONVINCING, NO SELLING, NO STRESS"** must-have secrets, tips, tactics, teachings, and **ADVANCED SYSTEMS** you'll need to find your next best job and get hired fast, before somebody else gets the job you want and need.

They're called the ***HOW TO GET HIRED FAST!*** Advanced Teaching Book Series.

They're different because you'll get help from Author **Ronnie Schmidt, CEO, Marketing Consultants Group, LLC**, who was hired by **6 Fortune 500 companies** including **Honeywell** and **Bausch & Lomb**.

Because we're running a special marketing test, you won't pay the retail price (and it's well worth every penny) for a copy of my ***HOW TO GET HIRED FAST!*** Advanced Teaching Books.

So, claim any of our new *HOW TO GET HIRED FAST!* Advanced Teaching Books before the price goes up.

HowToGetHiredFast.com

TABLE OF CONTENTS

The **Table of Contents** to our ***HOW TO GET HIRED FAST!*** **Advanced Teaching Book Series** is on the following page and includes the chapter headings: **Preface, Preparation, Implementation, Negotiating, About Mentors, Mentoring** and two **Bonus Sections**.

I detail what I believe are the 5 most important chapters in the book in my initial message to readers.

You don't have to read the entire book, although you can read the book from start to finish as it is sequentially organized.

I recommend that you review the following **Table of Contents** to see what chapters you are interested in to help improve your knowledge of those secrets, tips, tactics, teachings, and **ADVANCED SYSTEMS** to help you most.

When you make a small investment in the books or courses, you get all the answers to your questions and concerns.

TABLE OF CONTENTS

Message From The Author, CEO Ronnie Schmidt- Regarding Disclaimers	9
Who Are Our HOW TO GET HIRED FAST Advanced Teaching Books For?	11
Message From The Author, CEO Ronnie Schmidt- Getting The Most From The Advanced Teaching Book	12
<u>PREFACE</u>	26
What's Included In Our Advanced Teaching Books To Help You Get What You Want?	30
<u>PREPARATION</u>	39
Your Hiring Objectives And Goals	39
Know Yourself - How To Best Know Who You Are, What You Really Want And Need, Where You Will Best Fit In In Your Best Next New Job	42
Questions To Ask Yourself Regarding Your Job Search	45
What To Look For In An Organization (And Boss) Before You Consider Them	47
The Resume Fix - Resume Fixes That Will Make You Stand Out From The Other Applicants	55

The Most Important Checklist	57
Say Goodbye To Endless Job Searches	67
Ready, Aim, Fire! - Your Action Plan	70
<u>IMPLEMENTATION</u>	79
An Offer Most Employers Cannot Refuse - Best Things To Do When No One Knows You	79
How To Get Inside Any Organization	82
Meeting Preparation - Things You Should Do To Prepare For An Employer Meeting	84
Dress For Success - What To Wear To An Interview	86
How To Turn An Interview Around In Your Favor	87
The Most Important Question You Should Ask An Interviewer - Do Not Ask It And You Might Never Know The Info You Need To Get Hired	90
The Perfect Answer To The Interview Knockout Question "What Are Your Weaknesses?"	99
Follow Up - How To Follow Up So They Will Remember You And Differentiate Yourself From Others Applying For The Same Job	102

<u>NEGOTIATING YOUR BEST DEAL</u>	104
How To Negotiate Your Best Deal-It Is All About Getting An Offer, Then Negotiating Your Best Deal	104
<u>ABOUT MENTORS, MENTORING AND MENTORSHIP</u>	106
About Mentors, Mentoring And Mentorship	106
Mentors - Quality Over Quantity	109
About The Author- Ronnie Schmidt, CEO	114
Why Listen To Author Ronnie Schmidt, CEO	116
<u>SPECIAL BONUS SECTION</u>	119
SPECIAL BONUS SECTION - How To Turn An Interview In Your Favor - How To Use The Interview Turnaround Tactic To Change An Interview In Your Favor	119
SPECIAL BONUS SECTION - For College Seniors, Recent Graduates	122
<u>DEDICATION</u>	124
<u>ACKNOWLEDGEMENTS</u>	126
<u>LEGAL</u>	128

NOTE: No Sharing Or Reproducing Copyrighted Materials

All images, text, contents, products, and scripts are licensed and never sold, unless otherwise stated.

Reproduction of this book in any format for any reason is strictly prohibited.

You may not use, copy, emulate, clone, rent, lease, sell, modify, decompile, disassemble, otherwise reverse engineer, or transfer the licensed program or product, or any subset of the licensed program or product, except as provided for in this agreement or expressly in writing.

Any such unauthorized use shall result in immediate and automatic termination of this license, the Book will no longer be available via electronic means and will result in criminal and/or civil prosecution.

WARNING

This book is traceable by electronic means.

That means that if you share it, knowingly or unknowingly, you have broken the copyright laws by which this Book is registered.

We will pursue you, whoever you shared it with and prosecute all parties to the full extent of all international and U.S. copyright laws.

The Marketing Consultants Group, LLC are exclusive Publishers of ***HOW TO GET HIRED FAST!*** Advanced Teaching Book Series.