



INTERVIEWING LIKE A PRO

In this chapter, you will find tips and exercises to help you feel confident, and have fun, during your interviews. You'll develop these skills by integrating part of the interviewing process into your everyday conversations with friends, family and colleagues.

Bonus: in doing so, you'll not only become a better interviewer, you'll develop more empathetic, and active listening skills. You'll start projecting a sense of sincerity, and helpfulness, to those around you - a fantastic skill to have if you want to build your network, and eventually grow your team.

Problems it Solves

1. No More Nervous Interviews

Most of us, myself included, become nervous when we think about interviewing someone. You'll be juggling a lot of balls at once:

- You'll have a specific set of questions to ask
- An objective to achieve
- You'll need to listen extremely well
- Taking notes
- All the while, making the other person feel comfortable, and validated
- And that person is a potential customer!

This is a recipe for nervousness, no matter who you are.

But, by going through these exercises and practicing your interview skills, you can turn that nest of nerves into a casual conversation that is enjoyable to both you and the person you are speaking with.

7 DAYS TO EASY INTERVIEWS

1 By _____ I will complete 10 inter-sations.
1 week from today

Inter-Sation Success Criteria

- Ask 5 questions, before answering any.
- Discover a **problem** your interviewee is **taking action** to solve.
- Identify **2 emotions** your interviewee is feeling, assoc. with the problem.

Bonus

- Ask why 3 times
- After your conversation, follow-up with a potential solution to the problem.

2 Pick a Networking Event _____ on _____

where you can have at least 3 inter-sations event name date

Name _____	Name _____	Name _____
Problem _____	Problem _____	Problem _____
Emotions _____	Emotions _____	Emotions _____

3 Pick a Social Event _____

where you can have 3 inter-sations with friends date

Name _____	Name _____	Name _____
Problem _____	Problem _____	Problem _____
Emotions _____	Emotions _____	Emotions _____

4 Pick 3 Family Members

Name _____	Name _____	Name _____
Problem _____	Problem _____	Problem _____
Emotions _____	Emotions _____	Emotions _____

5 Get Interviewed by another founder

Name _____

Grab your Interviewing Like a Pro worksheet