



Aaron Wallis Career Success Masterclass

Day Five - Who are You? Where are you Going?

Free Interview Preparation Advice – The easy way to prepare and ‘WOW’ at interviews

Who are You? Where are you going?

How to answer the ‘Where will you be in five years question!’

This advice comes in four daily stages i) Research required before interview on yourself - yesterdays module ii) Today’s module - Who are you and where are you going iii) Company Research required prior to interview and iv) the interview itself. This is the module that the majority skip but is probably the most imperative module of all - where are you going?

If you follow these exercises you will WOW at interview but it does require four hours of your time in preparation for the first interview and about an hour thereafter. Ask yourself the following three questions:

1. Am I prepared to commit four hours over the next three days to help me land my perfect job?
2. Would I prefer to spend four hours in knowing what I am looking for rather than four months in making a career ‘slip up’?
3. Am I totally committed to my next career move?

If you’ve answered yes then read on.....

Introduction

Don’t be nervous. Over the next few pages you will learn invaluable tips to ensure that you perform at the highest levels possible and enable you to secure your perfect job. A little preparation goes a long way and the following exercises will help you become more self aware, focused, confident and in a position to ‘WOW’ at interview.

Remember that a typical hiring manager probably conducts around twenty to thirty interviews per year and is unlikely to have received formal interview training. They are likely to be as nervous as you and were probably reading the ‘How to conduct an interview’ book just last night! However if you are meeting an experienced and well trained interviewer the following tips will enable you to ‘WOW’ and perform at your very highest levels.

Preparation - Who are you? What do you stand for? What are your values? Where are you going? What are your goals, dreams and aspirations?

You may be thinking “hey I want interview advice not self help here” but the two go hand in hand. Most first interviews are about personality, character, values, beliefs, goals, ambition and basic aptitude – the second interview is the grilling!

Trust me, the following exercises will really help you excel at the ‘where are you going to be in three years’, ‘would you ever lie on behalf of your employer’, ‘what’s your long term goal’, ‘where are you going to be in ten years time’ and many other tough interview questions.

Today is a series of exercises and does take around an hour to complete. We hope that you find them useful and enjoyable. Lock yourself away, have some ‘me time’ and you might discover something about yourself you didn’t yet know.



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Exercise One – Long lost Friend: “The Friend I’ve not seen for 3 years!”

1. Imagine the scenario. You have a really good friend who knows you really well. It is 3 years from today.
2. For some reason, life just got in the way; you haven’t spoken of, heard from or heard about this friend for the last 3 years.
3. You unexpectedly bump into each other in a hotel lobby.
4. They are delighted to see you and say “Wow, what a surprise, how are you? I haven’t seen you for what, three years! What are you doing what have you been up to?”

Now answer the following questions:

I live in (town, city, village – type of dwelling):

The car that I drive is a:

I am making a living by (job title/job role):

I have been on holiday to:

My hobbies and interests are:

I have given up/I have taken up:

Since I’ve last seen you a new skill that I have acquired is:

My partner is:

Exercise Two: The Million Pounds Giveaway

Answer the following. If I was given a million pounds today on the proviso that I had to **spend** it immediately (no saving or investments here!) I would buy the following ten things:

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.



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Exercise Three: It's Your Funeral

You have lived a long, fruitful and enjoyable life. In the eulogies at your funeral you are described by the people who know you best (life partner, close friends, close colleagues, children, mentors, etc.) as follows – ten descriptive words.

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

Exercise Four – Charity Giveaway: If I had £100,000 to give to a single charity I would give it to:

Exercise Five: The last time I felt was

The last time that I felt success was:

The last time that I did something that I really, really didn't want to do was:

The last time I felt truly happy was:

The last time I felt truly at peace was:

The last time I felt really proud of myself was:

The last new skill that I developed was:

The last time that I felt totally 100% focused was:

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Exercise Six 'Paint your Life'

Get a large sheet of paper – A3 is ideal and draw a picture of what life looks like ten years from today. If you can't draw a Ferrari just draw a car and write Ferrari on the side? It's not a test of your drawing ability

END OF EXERCISES

Why have you made me complete these exercises? What's the point? How will they help me at interview?

In the last thirty minutes or so you have learned the answers to the following common interview questions, and many, many others?

Where will you be in 3 years/5 years?

How would your best friend describe you?

What are your drivers/motivators? What is important to you?

What is the line that you would never cross in business?

What are you doing to develop your skills? How do you improve your skills?

What do you want out of life?

What is your greatest achievement/what are you most proud of?

How do you measure your own performance?

How do you motivate and develop yourself

How do you set personal targets and goals and how do you measure these?

How would your colleagues describe you?

What 3 things would you like to achieve over the next three years?

What area of your skills do you want to improve?

What do you consider your most important skills?

What do you do in your spare time?

What is the biggest problem you have faced recently and how you resolved it?

What motivates you in both your business and personal life?

Would you ever lie in the interests of your job?



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To explain further:

Exercise one: 'Long lost friend' gives you the answers to where are you going/where you want to be in three years time. This gives you your short-medium term goals for that dreaded and highly likely question 'where are you going to be in three years'

Exercise Two 'Millionaire' gives you your long term goals – all of these with focus, goal setting and a large dose of self discipline you will be able to achieve in your lifetime, if not even in the next decade

Exercise Three 'It's Your Funeral' gives you your values, what you believe in, what you stand for and the direction that you want your life take. Choose the top three of these and discuss these values at interview.

Exercise Four 'Charity' tells you how you would like to make a contribution to the wider society, and what you would like to do to help others

Exercise Five 'The Last Time' helps you to appreciate life and enables you to know when you are experiencing certain 'feelings'. It is very common now at interview to be asked 'emotional based' questions – how did you react to, what would you do if, If you were experiencing x how would you react, etc.

Exercise Six 'Paint your life' enables you to visualise – one of the most powerful tools to enable you to achieve your goals – but had I asked you to visualise you probably wouldn't have bothered! Drawing on your creative half of your brain when setting goals gives you at least twice the chance of actually realising it!

If you know your purpose, your values, your passions, your ambitions, your goals, your needs, your drivers and have pride in the person that you are now, and the person that you will become, you will perform better at interview. If you have completed these exercises this will link nicely to Day 8 - Goal Setting and you'll be well on the way to achieving the career you deserve.

Good Luck in Your Sales Interviews!

Tomorrow we shall go through the Planning and Preparation you must do on a potential employer before each interview