



CAREER 01

# PAIGE

## Interview transformation lands job

**SITUATION:** Paige was an ambitious new college graduate who walked into Jody Michael Associates office for career coaching. She wanted help landing the right job.

At 23, Paige was articulate, beautiful and poised. She carried herself powerfully for her young age. That wasn't surprising given that she had already had media experience, TV exposure and international travel as a professional water skier and model.

So when she mentioned in her second session that she had a job interview lined up in four days and that it was for a job she really wanted, there wasn't much concern on JMA's part for her ability to perform well. We couldn't have been more wrong.

**RESOLUTION:** JMA immediately set up the rest of the session to be a 'mock' interview, followed by performance evaluation and ending with coaching areas that needed development.

She was asked questions a future employer might ask, while assessments were made and written down about her performance. JMA didn't write much that was positive. Paige was horrible at interviewing. What happened to the confident young woman who had started the session?

From the moment JMA greeted her in the waiting room and shook her hand, almost all of her marks were well-below average. She had a terrible handshake, poor eye contact, and physical nervous tics

throughout. Most importantly, she responded poorly to questions in content, delivery and tone. The cringe moments had both of us worried whether we could prepare her quickly enough for the ‘real thing’ that was a few short days away.

Time for the evaluation came and JMA was candid about the level of her performance. She would be hard-pressed to land any job at all, much less a job she coveted with the kind of performance she exhibited in the ‘mock’ interview. She needed to work hard in several areas if she had a hope of landing her coveted job.

Paige took comprehensive notes from our coaching session. JMA coached her around managing her anxiety and taught techniques that would physiologically help her in moments of high stress. We sent her home with several interview coaching handouts and clear directions about how to prepare and practice for our last interview coaching session before the ‘real deal.’

When the day of the real job interview came, Paige knocked it out of the park. She was offered the job on the spot. Her prospective employer told her that he was particularly struck by her confidence and poise. She later wrote a JMA testimonial that shared her version of the experience: “The interview was four short days after my practice run with Jody, and the difference between the two was monumental! Not only did I act and feel confident in my responses (a victory in itself!), I was offered the job on the spot. The whole experience gave me priceless knowledge that I will be able to use even long after I’ve nailed the interview.”