



HOW TO CLOSE

Employer: Do you have any more questions?

Applicant: Yes, just one - I am extremely interested in this opportunity and I would like to continue with the interview process.

Choose one:

1. What do I need to do to get to the next step?
2. Am I the type of person you are looking to hire?
3. Will you be recommending me for the position?
4. Who can I meet with next?

Sometimes, the employer will not set up the next step at your first request. Instead, they will throw out an objection for you to overcome. Here are some typical objections:

1. I am interviewing several more people before I make my decision.
2. We have other candidates with strong experience.
3. I'd like you to think about it and get back to me.
4. I'll be calling your recruiter with my decision.

Here are possible answers to overcome each objection:

1. Great, if you could make a decision today though, is there any reason you wouldn't send me to the next step?
2. Pinpoint what makes the other candidates stronger and overcome this objection i.e. "Oh, but I didn't tell you when I was at XYZ restaurant, I did all the local marketing and increased profits by etc..."
3. I have already researched your company and know that I want to move forward with the interview process, so let's schedule the next step.
4. Great – I'll be calling my recruiter as well and telling her how very interested I am and I hope she hears the same from you. Thank you for your time today.