

# Interview Straight Talk

*Presented by Tom Gimbel, Founder & CEO of LaSalle Network*



# Tom Gimbel



- Founder & CEO of LaSalle Network, a leading Chicago staffing and recruiting firm
- **Inc. 500/5000 Fastest Growing Private Companies in America List**, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014
- **Crain's Chicago Business Best Places to Work**, 2014
- **Top Five Small Companies to Work For, Chicago Tribune**, 2014
- **Staffing Industry Analysts' Best Staffing Firms to Work For** in the country, 2011, 2012, 2013, 2014



# Join Us!



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# What's at stake?

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# Agenda

1. Go the Extra Mile
2. First Impression
3. Common Mistakes
4. Answering Questions
5. Asking Questions
6. Following Up

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# Go the Extra Mile

**1 MILE TO GO**

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# First Impression



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# Common Mistakes



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1. American Staffing Association, "The Art of Behavioral-Based Interviewing", John A. Thomas CSP, CTS, Feb 19, 2013.
2. "Employers Share Most Memorable Interview Blunders" CareerBuilder, January 16, 2014.



How many times have you lied in  
an interview?

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**There aren't secret "perfect answers" to interview questions**

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# Answering Questions

## Be Honest

*Why are you looking to leave?*

*What's your biggest weakness?*

*Where do you see yourself in 5 years? In 10 years?*

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# Asking Questions

## Ask

*Do you have any hesitations about my background?*

*Why did the last person succeed or fail in this role? What characteristics do they have?*

*What makes you different than your competitors?*

*Can you share an employee's progression, or their success stories?*

*Tell me about the worst performance of someone on your team.*

## Don't Ask

*How much paid time off would I get?*

*What does the job pay?*

*How is your health insurance?*

*Why are so many people quitting?*

*What does your company do?*

*Do you do background checks?*

*How quickly can I get promoted?*

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# Following Up



Snail Mail



Email



Text Message

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# What's Next?

Download our interview “prep” brochure:

<http://thelasalnetwork.com/newsroom/join-webinar-interview-straight-talk/>

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# Takeaways

1. Go the Extra Mile
2. First Impression
3. Common Mistakes
4. Answering Questions
5. Asking Questions
6. Following Up

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# Questions

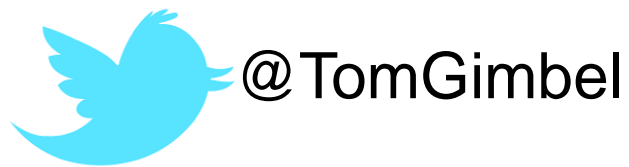


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**LaSalle  
Network**

# Thanks for Joining!



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# Technical Difficulties

19



Thanks for your patience!