Unknown Speaker 0:00

So, you panic, and you don't know what to do You don't know what to say, you start to stutter. And halfway through the conversation, you say to yourself, I blew it. Why did I even say that ？ you never get a second chance to make a first impression. Usually that hiring manager makes up his or her mind in the first three minutes during the interview.

Unknown Speaker 0:23

Do you make a good impression? So today, I'm going to share with you from a CEO perspective， from a hiring manager perspective, from an employer perspective, what is the best response to the question? Tell me about your self. You see, we have interviewed 1000s and 1000s of potential applicants. And I cannot tell you how many times I see people kind of struggle with this question. But however, there are incidents that we are very impressed with their response. This is not theory, we have taking some of the best replies， some of the best responses to this question. I'm going to teach it to you. And by the end of this video, you're going to walk away with the exact formula. Exactly what do you need to say and how to say, I'm also going to give you a little script, a little template. So next time, when you are asked this question, you know exactly what to say. And now let me give you a couple keys. First key number one, when the hiring manager is asking you the question, tell me about yourself. They are not actually asking about your whole life story. They're not asking about your parents, your your background, and and your dog's name. And what what what kind of cat do you have? It is not about that. So when people hear that question, they think, oh, let me tell you my life story and 20 minutes into it, you have not talked about anything important. So what they're actually asking is, what are you bringing to the table? So from now on, when you hear the question, tell me about yourself, I want you to make the mental switch that equals ：what value can you bring to the company? What problems can you solve for the company? That's what they are asking. And you shouldn't go on and on and on about all your background and all of that. No, don't do that.

Key. Number two, be yourself but be your best self.

See, one of the mistakes people make is they believe in interview, well, you know, I just want to be myself. Yes, you want to be yourself, but you want to be your best self， Do you want to be authentic, you don't want to be fake. But it doesn't mean that you just share everything, just the first time you just sit across the table. From a hiring manager. It's like a date, right? You just get to know each other. This is like a coffee date. So make sure that you present your best self. Right, leave with your strong foot forward. So when they are asking you the question, everything that you share any statement that you make, you always want to tie it back to what's in it for them. wii I FM, what's in it for them. So let me give you an example. Let's say someone is hiring and you're applying for a social media manager position. Okay. And the hiring manager is asking you well, so tell me about yourself.

Unknown Speaker 3:31

A typical response, someone might say, Well, you know, I, I grew up with social media, and I've used social media for a long time, my whole life actually. So I'm very familiar with it. And just about three years ago, and I thought to myself, hey, you know, maybe I could actually make a living,

Unknown Speaker 3:57

living doing this. So I started playing around with it, and, you know, take on a couple of clients here and there and I've worked with a with a couple people. And then and now you know, I'm I'm planning to get married and my fiance, you know, told me that, you know, I should get a stable job. So, I am and I'm looking for a company that offers good, you know, growth, potential, good growth, opportunity. And also this This place is, you know, not too far from my home, so, it's good. There's only a temporary price. You see the problem like that. It's all mee mee mee mee mee mee mee mee mee mee mee, mee mee it's all about that person, what they need and all of that stuff. That idea now, how do you feel if you are their hiring manager? When you ask that question, comment below, if that's the answer that you get. So instead of rambling on about that about my background and all this stuff, what I want know if you

Unknown Speaker 5:00

Turn it into a benefit. What's in it for them? What's in it for the company? What's in it for the hiring manager? What could you say? I'm going to give you a simple formula? Right? It's down? Three, yes. Three, yes. First success. Now here's a script that you could use, I have been blank,

Unknown Speaker 5:21

or my background is blank. So let me demonstrate this is the same position, social media manager that you're playing. So first, success.

Unknown Speaker 5:32

I have been.

Unknown Speaker 5:35

I've been doing social media for the last three years. And I specialize in helping companies and entrepreneurs growing their Facebook fan page, and in the last three years alone, live help dozens of clients in over 10 different industries. And on average, I've been able to help my clients to really increase the engagement and grow their fan page by three to 500%, in less than six months. And that's what I am passionate about. In fact, I have listed some of those clients that I've worked with in the reference letter

Unknown Speaker 6:14

is your that works. You're talking about your success. But without bragging, it's more to demonstrate and showcase your skill set. What are you good at, that's step number one, success. And then step number two, it is strength. And he is the script by strength, his or my real strength is fill in the blank. My real strength is my ability to truly understand what your audience wants, I pride myself on my reputation, to creating engaging and compelling content that I know your audience loved, and want to share.

Unknown Speaker 6:58

That's the second step, my strength is black. Third situation, meaning how does that apply to the position that you're applying?

Unknown Speaker 7:09

How do you apply your background, your strength into the new company, the new opportunity situation, what I am looking for is,

Unknown Speaker 7:20

what I am looking for is fill in the blank, what I'm looking for is a company that I could add value to that I could produce a positive return on investment for where I could join a strong team. This is what ABC company is looking for.

Unknown Speaker 7:39

You see, at the end, you asked a question, Who ever asked a question controls the compensation? So you want to ask a question. And then now the hiring manager would be like, okay, yeah, I guess that's what I'm looking for. No, that's not what we're looking for. And you go from there. Just because you are in an interview, it doesn't mean that you don't need to sell. Now, the next question you might have is well, Dan, does that mean that I have to, like memorize a script of some sort? The answer is absolutely. Well, yes. You don't want to go in unprepared. In fact, you want to write it out. Practice it, we rehearse it many, many times. So when you are in front of that potential hiring manager, you're ready to go. You need to memorize it, and say it many, many times and repeat it many, many times. So it comes across very, very natural. The last thing you want is to panic and stutter and you don't know what to say. You do not want to do that. If you find this video useful. Comment below if you want to equip yourself with practical business knowledge if you want to learn how to communicate with conviction, so you can finally get the respect that you deserve and attain your goals. Make sure you hit the subscribe button below and subscribe to my channel. Every single day we upload a new video teaches you exactly how to do that. Or on the other hand if you want to increase your income with or without a job, make sure you click the link below in this description to can check out my free masterclass on communication and the art of closing