



WHY HIRE YOU

ARTICULATE OVERVIEW

Once you have set yourself up as a professional who is unique, focused and informed – it is your time to shine during an interview. The best interviews happen when you can show your skills in action, rather than tell someone what you can do. People connect with others through storytelling. Your ability to **Articulate** your abilities will help a decision-maker envision you in the role!

There are two tools that will help you **Articulate**:



1

Why Hire You Story Planner

2

Why Hire You Power Statements

ARTICULATE STEP 1

WHY STORY PLANNER



WHY HIRE YOU

When planning your stories, go back to your Skills Inventory and review all of the information that you included there. Then think of three to five real-life stories (preferably work related) that will paint the picture for an interviewer of those skills in action. Remember that past behavior indicates future behavior so you want to share stories that will help the person you are speaking with, visualize you working at their organization! You will want to select stories where you can recall details and those which had a positive outcome. Be sure you are comfortable answering follow-up questions related to your stories.

STORY PLANNER

Story #1	Skills from Your Inventory Shared in this Story: <ul style="list-style-type: none">•••	Story Highlights and Key Details
Story #2	Skills from Your Inventory Shared in this Story: <ul style="list-style-type: none">•••	Story Highlights and Key Details
Story #3	Skills from Your Inventory Shared in this Story: <ul style="list-style-type: none">•••	Story Highlights and Key Details
Story #4	Skills from Your Inventory Shared in this Story: <ul style="list-style-type: none">•••	Story Highlights and Key Details

ARTICULATE STEP 2

WHY POWER STATEMENT



WHY HIRE YOU

As the interview draws to a close, using a power statement will ensure that you stand out from 99% of all the other candidates. It shows that you are focused on what you want and know how your skills will benefit the organization. Developing the power statement takes some planning but also quick thinking since you will be incorporating what you have learned so far in the meeting. There are two steps to a power statement:

- 1 Your top attributes
- 2 How the organization will benefit based on what you have learned

The best time to deliver the power statement is near the end of the interview.

EXAMPLE 1

SOME WORK EXPERIENCE

Working part-time over the summer as a Camp Counselor, I was responsible for the junior athletic competitions. To help manage the weekend crowds I developed leadership and communication skills to keep things organized and parents happy. At this organization I would continue to build on these skills so I can become successful.

EXAMPLE 2

INTERNSHIP ONLY

My fall internship in a medical office allowed me to use my organization skills to manage small projects and personally build rapport with patients so that they could feel comfortable while they waited for the doctor. I am eager for the opportunity to use these people skills in this role.