



## Closing the Deal



### Why Should They Hire You?

You should be ready for this standard question with **three solid reasons**. Each of these three points should reiterate and build upon issues already discussed in the interview and your résumé.

Those three reasons may be different for each job that you are seeking. For example, your management skills may be top priority for one position, while another role is as an individual contributor focused on leveraging analytical skills.

## Learning about Them

Over the course of this interview, you should be **listening for clues about the job**, the company and this particular interviewer's priorities and concerns regarding the hire.

If you've prepared well, you will have the confidence and familiarity with your answers to relax and pay attention to the information provided and customize your responses accordingly.

## Covering Your Bases

At the end of the in-person interview, you may take the opportunity to **correct or clarify anything you think might possibly be misconstrued**, without accenting any negatives you may have implied or misstated.

Again, recap your strengths, but don't be repetitive or overbearing in making your point.

Make it clear that you want the job, if you believe you really do, without appearing too needy or aggressive. Ask about the next step in the process if it hasn't been described to you already.

## End on a Positive Note

Thank the interviewer sincerely for her time and reiterate your willingness to answer any additional questions that come up later. Shake hands confidently and allow the interviewer to show you out.

Once you've left the building, **congratulate yourself on acing the interview** and get ready to follow up and land the job offer.