

# Transferring the Sales Call to Interviewing

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- Prospecting
- Build Rapport
- SPIN
- FEEBA
- Close
- Follow-up
- When interviewing you still need to research firms
- Find things in common with those at the company
- Ask questions, uncover their hiring needs
- Position yourself as a hiring solution, identify benefits
- Ask for the position
- Follow-up with a “Thank you” and inquire about position