

Welcome to Today's Webinar Presentation

Effectively Handling the Most Critical Interview Questions Part 2

*Presented by
FEI Dallas Chapter*

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Today's webinar is worth 1.5 Continuing Professional Education (CPE) credits.

To be eligible for CPE credit, you must:

- Answer **at least 5 of the 6 polling questions** (during the webinar) and have a total viewing time of **at least 75 minutes**.
- Participants will receive a CPE notification email when the credits are available. (Typically in 7-10 business days).
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Welcome and Opening Remarks



MODERATOR
Robert Walker
Vice President, Financial Advisor
Merrill Lynch
FEI Dallas Chapter Chair,
Career Management

Introductions



MODERATOR
Cliff Edwards
President
Thomas Edwards Group, Inc.
FEI Dallas Chapter Chair,
Career Management

What do you need to make?

Most candidates try to defer answering this question believing the employer is wanting to negotiate.

Deferring this question actually scares the employer into believing there may be a problem, because you appear to be avoiding the question.

In fact, the employer has a salary range and they are simply trying to make sure you are in it before going forward.

What have you been making?

This question is easier to answer. If you get asked the first question, you should respond as if they asked the second question.

You should begin with covering your salary history... 'In my last position, I was making a base of ___ with a bonus of ___, (equity if applicable) and excellent benefits.

What have you been making?

Continue so you are answering their question....

"As to what I'm looking for, I've been told that in this market I should be able to improve myself, but I'm also willing to be a little flexible, based on how the total package is put together. "

"More than anything, I'm looking for a company that has a history of treating it's employees fairly and you strike me as that kind of company"

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Your contribution to the start and tone of the interview...

Most candidates never think about their contribution to the tone of the interview.

They are prone to believe the employer will set the tone and they should follow the employer's lead.

This can lead the employer to wonder what your interest level is DURING the interview, which is a huge mistake.

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You should make an early statement of interest to the employer, so the employer is clear about your motives in being there.

Your interest statement should include WHY you are interested which adds sincerity to your statement.

You should start with..."Based on talking with (HR, the recruiter or Based on reading the job description, etc.), this position appears to be a great fit for my experience and what I'm looking for."

There is no better way to end an interview than this...

'As I said earlier, I'm very interested in this position.

So, not knowing how long you would need me here, I blocked off the rest of the morning (afternoon) in case there is anyone else that you would like me to meet while I'm here?'



ARE THERE ANY QUESTIONS
FOR TODAY'S PRESENTER?

PLEASE ASK YOUR QUESTION IN THE Q&A BOX!

Closing Remarks



MODERATOR
Cliff Edwards
President
Thomas Edwards Group, Inc.
FEI Dallas Chapter Chair,
Career Management

thank you!

FOR YOUR PARTICIPATION DURING THIS WEBCAST!

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CPE Notification Email should be sent in 7-10 days.

For any additional questions regarding CPE, please email [**Nancy.Ehlers@feidallas.org**](mailto:Nancy.Ehlers@feidallas.org)