

## The Fundamental Guidelines of the Interview/hiring process



1. **Learn** your market value and what you have to offer. Don't settle for less.
2. **Know** who you are and be that. Don't try to be someone else. So act yourself in an interview.
3. **Share** something you have achieved. Don't replicate what others have attained.
4. **Increase** and highlight what you are good at. Don't mimic what others can do.
5. **Evaluate** your assets regularly in light of the market. Know your trading power.
6. **Seek** value and longevity, not availability. Don't take just what comes along.
7. **Create** desires in others. Give others a reason to be nice to you and speak highly of you...then hire you
8. **Invest** in your abilities. They will make your life bigger, more prosperous and more meaningful.
9. **Improve** your capabilities and know-how. Always exchange your talent for equal future value.
10. **Earn** respect by giving respect in the interview process and life. It will increase your worth in everyone's eyes.