

In the space below, list the important points you'd like to get across in your phone conversation.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

Now list possible objections that the potential employer may have to meeting with you, and ways that you might overcome them.

1. Objection: _____
Solution: _____

2. Objection: _____
Solution: _____

3. Objection: _____
Solution: _____

Your Plan for Landing the Interview

Name of Organization: _____

Position You Are Seeking: _____

Name of Person Who Can Hire You: _____

Position: _____

How You Will Get to Them: _____

Plan B: _____

Plan C: _____

Name of Organization: _____

Position You Are Seeking: _____

Name of Person Who Can Hire You: _____

Position: _____

How You Will Get to Them: _____

Plan B: _____

Plan C: _____

Name of Organization: _____

Position You Are Seeking: _____

Name of Person Who Can Hire You: _____

Position: _____

How You Will Get to Them: _____

Plan B: _____

Plan C: _____
