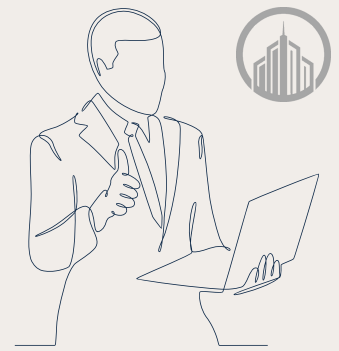
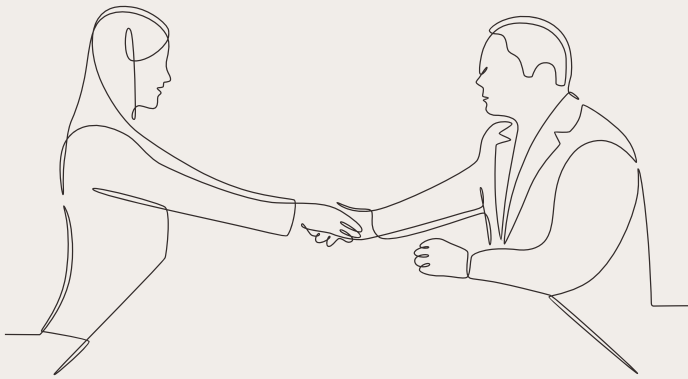


43 STEPS IN THE PLACEMENT PROCESS

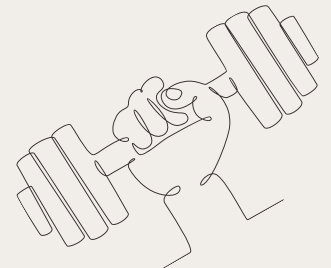


Phase 3: Interview Process

26. Set the interview schedule and manage the process.



27. Prep the candidate for the interview.



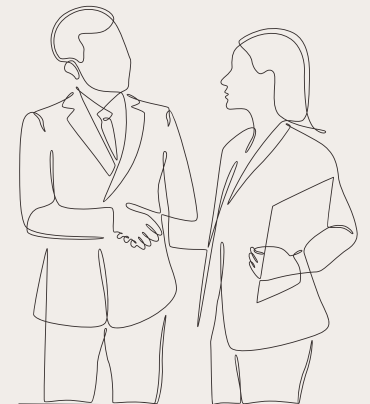
**29. Debrief the candidate -
*the devil is in the details.***



28. Prep the client for the interview.



**30. Debrief the client -
*the devil is in the details.***



31. Trial close - if both the client and candidate agree, go directly to Step 35. If not, continue the interview process according to the developed plan.

