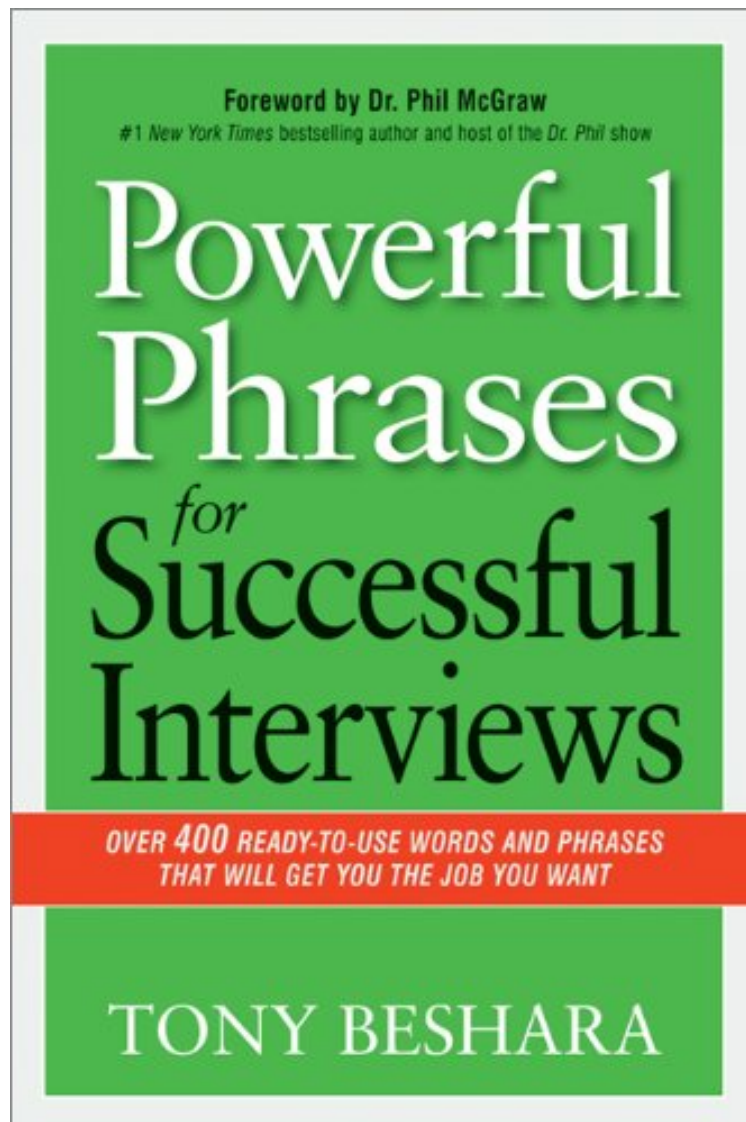


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Powerful Phrases for Successful Interviews: Over 400 Ready-to-Use Words and Phrases That Will Get You the Job You Want

Tony Beshara

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The job market is awash with qualified applicants. Yet employers rarely select based solely on merit. Instead, most hiring decisions are gut-level evaluations made in the first few minutes of an interview. What people say determines who lands a job and who does not. Hiring expert Tony Beshara knows the words that trigger "yes" in the minds of employers—and in his handy new book, he arms candidates with hundreds of ready-to-use responses to even the toughest interview questions. Covering entry-level to executive positions and encompassing all industries, this quick-reference guide propels job seekers through every stage of the process. Readers learn power phrases to: **Get their foot in the door**; **Clearly communicate their skills, strengths, and experience**; and **why they would be a perfect fit**; **Make a great impression at the crucial opening and close**; **Score high on the likability factor**; **Dispel lingering concerns about work history**; **Give follow-up emails real impact**; **Negotiate a strong job offer**; **And more** After all, when it's time to choose between a candidate who is perfect on paper and one who is persuasive in person, there's no contest. *Powerful Phrases for Successful Interviews* gives you the right words to make the difference every time.

"You'll want to keep this terrific quick-reference guide close when you're in a job search." --Joyce Lain Kennedy, Tribune Content Agency, nationally syndicated columnist
From the Back Cover "Over the years on the Dr. Phil show, I've depended on Tony Beshara countless times to find jobs for badly discouraged guests. Tony is the very best there is at preparing candidates and then getting them jobs. . . . He knows exactly what employers are looking for, including the key words and phrases that will get people follow-up interviews and offers. In this book he has distilled his decades of wisdom and experience into more than 400 easy-to-apply phrases. Whether you're entry level or an executive, consult this book and you'll be confidently prepared for every interviewing situation."
— From the foreword by Dr. Phil McGraw, New York Times bestselling author and host of the Dr. Phil show
Do you want to know the dirty little secret of the hiring world? It takes just four minutes for interviewers to decide whether they want you or not. Your experience, your references, your degree—they might get you an interview, but they won't get you the job. What matters most? It's whether the words you choose trigger a quick, emotional "Yes" in the minds of employers. Now, one of America's top recruiters, who has helped nearly 10,000 people successfully find positions, tells you exactly what interviewers want to hear. Each of his 400 ready-to-use phrases sends a subtle but memorable message that you are the right person for the job—competent, likable, a good fit. From initial email contact through face-to-face interview and follow-up conversations, these perfect phrases help you: **Highlight your skills, strengths, and experience**; **Make a great impression at the crucial interview opening and close**; **Score high on the likability factor**; **Eliminate any lingering concerns about your work history**; **Help you negotiate a strong job offer, and more** When it's time to choose between a candidate who is perfect on paper and one who is persuasive in person, there's no contest. *Powerful Phrases for Successful Interviews* will help you nail the interview, and land the job. Tony Beshara is owner and president of Babich Associates, the oldest placement firm in Texas, and the author of *The Job Search Solution*, *Acing the Interview*, and *Unbeatable Reactions*.
About the Author Tony Beshara is the owner and president of Babich Associates, the oldest placement firm in Texas. He has appeared numerous times on the nationally syndicated Dr. Phil show and is the author of *The Job Search Solution* and *Acing the Interview*.