Follow Up

Career Confidential
Coaching Club
with Peggy McKee
Today’s Agenda

Introduction of Presenter – Peggy McKee
Presentation of the Webinar
Questions & Answers - Live
Additional Resources – Job Search Tools
Feedback – How to Contact Us
Accessing this Webinar – The Archives
Peggy McKee
Owner/Recruiter – 10 years
PHC Consulting – Medical Sales and Marketing Executive Search Firm

Clients include GE HealthCare, Bayer Diagnostics, Roche Diagnostics, BD, Qiagen, and other top Fortune rated clients in the medical and healthcare arena.

Over 22,000 hours of recruiting experience!
Follow Up – After the Interview
Why is it so important?

• Opportunity to differentiate yourself from the other candidates.
• You can overcome objections that you uncovered in the interview.
• You can demonstrate your communication and follow up skills.
• Follow up is a part of the selling (you) process.
Types of Follow Up

• Thank you notes
• Phone Calls
• Touch via Social Media
• Other?
Thank You Notes

• Check Spelling and Grammar
• Use powerful language – “I did this for XYZ company, I would like to do this for your company”
• Give them more selling information
• Let them know that you will follow up on this as well.
Speed Can Be Essential

• Handwritten thank you notes are nice, but e-mail thank you messages are fast.
• Sometimes hiring decisions are made quickly, so a timely note can be critical.
Phone Calls

• When? – depends on what they said in the interview...
• What do you ask for? – depends on what they said the next step was...
• What if the answer is NO? – let them off the hook and get feedback.
Social Media

- LinkedIn
- Twitter
- Facebook
- ?
One more time, follow up. Why?

• Get your name in front of the hiring manager one more time
• This is your last chance to package yourself as the best, most qualified person for the job
• It is polite, and manners count
• You can demonstrate your ability to take in information (the interview) and process and provide feedback or new ideas about whatever the problem was. For example: “I thought about your concerns about how to handle xyz delivery issues, when I was a product manager at ABC corporation, we used........”
Q & A with Peggy McKee
Additional Resources

Career Advice – the Career Confidential Blog
www.JobSearchSuccessSecrets.com/blog

Career Tools – Career Confidential eCommerce
www.Career-Confidential.com

Medical Sales Recruiting Services – PHC Consulting
www.PHCConsulting.com
Provide Your Feedback

Email Peggy McKee – peggy@phcconsulting.com

Or

Answer the Email Questionnaire

Or

Contact Us –
www.JobSearchSuccessSecrets.com/contact-us.htm
Accessing Webinars

Webinars are available on the Career Confidential Coaching Club website on the “DashBoard”.

www.JobSearchSuccessSecrets.com/blog/dashboard

As long as you are a member of the club you will be able to access any of the webinars that have been presented during the time you were a member.
Thank you for attending!