

## **10 Questions you MUST know how to answer before your next Interview!**

1. Who are the key people in the organization?
  - Know who is on the leadership team
2. Why do you want to work in this industry?
  - Be ready to tell a compelling story! For example, I chose to become a financial planner because I've seen the damage that poor money management can do to families, relationships, and communities, and I want to be a catalyst for change.
3. Why do you want to work for this company?
  - Hint: "It's close to where I live" isn't a stellar answer. Focus on the company's mission and how you aim to help achieve that mission.
4. Tell me about a time you had to work in a team.
  - No situation is too small! I'm sure we've all had experiences with group projects in class.
5. What was your worst class in college and why?
  - This isn't the time to disparage your professor. Instead, focus on things like figuring out how to adapt to your learning style.
6. Why should we hire you over everyone else?
  - Now isn't the time to be shy. What sets you apart?
7. Talk about a time in which you had to be a leader.
  - Now's the time to talk about any significant leadership positions you've had and what you learned from those experiences.
8. In what ways do you stay up-to-date on the latest changes in the industry?
  - You could speak about membership/involvement in professional organizations or a recent, relevant news article you've read.
9. Describe a time where you looked at a set of data and recognized an error.
  - Again, this doesn't need to be complex. It could be as simple as being charged the incorrect amount for an item at the grocery store!
10. Describe a situation where you were working in a group and had a conflict with someone. How did you handle the situation?
  - We've all dealt with conflict, and I'm sure you can easily think of a situation. Focus more on the solutions that were created, rather than the problem itself.