

E-REPORT

HOW TO STAND OUT IN EVERY JOB INTERVIEW AND  
**GET THE OFFER!**



PRESENTED BY:



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A **30/60/90** SPECIAL REPORT



The #1 question I hear from job seekers every day is, “How can I stand out?” Are you wondering the same thing? How do you set yourself apart from the other candidates, show that you are the one to hire, and get the job offer?

Here’s what you need to know:

It isn’t always the most skilled candidate who gets the offer. **The one who gets the offer is the one who does the best job of communicating with the hiring manager.** Can you effectively communicate what he or she needs to know to feel comfortable hiring you? It doesn’t matter how good you actually are at your job— if you can’t communicate that effectively through the interview process, then you’re not going to get the job.

*The hiring manager  
is your future boss,  
or your boss’s  
boss—the one with  
the power to hire  
you.*

**Good communication is the real key** to standing out and getting the offer.

Here’s what I mean:

As a recruiter, I’ve had candidates (who I thought were fantastic) go into the interview and fail to communicate well. The hiring manager would call me later and say, “I just don’t know about this person.” And I’d say (very nicely!), “Are you kidding me? John has X, Y, and Z that you asked for, so what makes you say that?” And they’d say, “He just didn’t seem like a good fit.” The

problem wasn't personality or cultural fit—I'd already screened him for those things, because I knew my client companies very well.

The real problem was that John didn't communicate his skills properly. I knew he had them and John knew he had them—but the hiring manager couldn't see it. John didn't communicate what the hiring manager needed to know in order to feel comfortable hiring him.

Why is communication so critical in this process? Two reasons:

1) **The job search is a sales process.**

The psychology of the sales process is always the same, no matter what is for sale. In this job search, that's you. You are the product. The hiring manager is the customer, or consumer, looking for a solution to his or her problem, which is a task that needs to be done. Your job is to be that solution. You are also the sales rep for your product, because it's your job to convince this hiring manager that your product (your skills and abilities) is the one they need, over all the others.

**Hiring Manager**



**Customer**

**You**



**Product**

**Your Salary**



**Purchase Price**

2) **Hiring managers have a lot riding on this, too.**

I have never (in 20 years of recruiting and career coaching) found a hiring manager who likes conducting interviews. They also feel uncomfortable with the process (and they would rather be working). They are afraid to make the wrong decision—because it directly affects their own performance. They will be judged on the decision they make. The person who makes this uncomfortable hiring manager feel safe, secure, and optimistic about hiring them is the one who's getting the offer.



**3) Candidates (your competition for the job) are more prepared than ever before.**

The job market is extremely competitive. You don't get that many interviews, so you need to make sure you're playing at the top of your game in every single one. You all have similar resumes (which is why they called you to interview) and you're all answering the same job interview questions and probably giving similar answers. You need a way to stand out from the crowd, communicate with this person in a way that impresses them, and show them very clearly your value as a future employee.



Short of becoming a mind reader, how can you know what your hiring manager needs to hear in order to offer you the job?

**The ONE tool that consistently works to set you apart, communicate your skills and show your value to the hiring manager in any job interview is a 30/60/90-Day Plan.**

In this report, you'll discover:

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### ***30/60/90-Day Plans Can Change Your Life....See Derek's Story:***

*After taking a 5 year break to look after my children following the death of my wife, I decided...to resume my career. After having soooo many job applications ignored or turned down, I finally got invited for an interview. It went **dreadfully** even though **I could have done the job with my eyes closed.***

*I was invited for **another interview** in October at a different company so I [went to the interview with your] **306090 day plan**, but some of my experience wasn't broad enough. Although I was turned down for the job, the interviewing manager recommended me to his directors stating "this was the best prepared candidate I have ever seen and we would be mad to let him go".*

*I was **invited back** for another interview **for a more senior role that didn't yet exist**, and for which they had **no other candidates**. This was a unique challenge – but I still did a 306090 day plan for it, extending it to cover tasks in months 4-6 and beyond.*

*Today I was offered this more senior job, on a good salary, with promise of a review after 6 months to increase that further once the role has been properly scoped. **I'm defining my own dream job!***

*Thank you so much for all the great advice.*

*Warm Regards,*

*Dereck*

\*\*\*\*\*

### ***Look what Dereck is teaching us here about the importance of communication...***

Dereck interviewed for a job he was so qualified for he could have done it with his eyes closed—but he performed so badly in the interview he didn't get it.

He takes the 30 60 90 Day Plan to his next interview, and not only does he do well in the interview, and not only does he get a job (which would be enough for most anyone) he gets a **bigger** job than the one he was interviewing for—AND he makes **more money**. This is the power of better communication with the hiring manager.



## What Is a 30/60/90-Day Plan?

A 30/60/90-Day Plan is just what it sounds like...it is a written outline of your action steps and goals for your first 30, 60, and 90 days on the job.

In the past, these plans were more familiar to sales reps (and if you are in sales, you **MUST** have a plan or don't even bother going to the interview), but the truth is that *every* job has critical tasks that must be accomplished in order to be successful. A 30/60/90-day plan simply lists those tasks out.



With your plan, you answer the question, "How will you be successful in your first 3 months on the job?" And ultimately it communicates that you will be successful long-term.

*Peggy,*

*I had to write this email to say THANK YOU. I interviewed yesterday for a job I really wanted. When it came time for me to ask questions, I pulled out my 30, 60, 90 day plan and presented it to them. WOW WOW WOW—they were won over!!! One of the individuals (the final say-so guy) replied "I have been interviewing candidates for hourly jobs all the way up to Managers for over 20 years and never has anyone ever presented a plan like this. This is impressive. My mind is made up. I have no further questions." **The recruiter I was working with received a call before I could drive home (a 45 min. drive) with a job offer. IT REALLY DOES WORK!!!!** THANK YOU!!!!*

*Sincerely,*

*Sidney S.*

## How Does A 30-60-90-Day Plan Help You Communicate More Effectively?

Every hiring manager who interviews you, no matter what field they work in, has **4 questions** in the back of their mind that they can't necessarily come right out and ask you, but that weigh heavily in their decision-making process.

These 4 questions are all risk-assessments:



### 1) Do you understand the job?

Do you understand what the job entails and what is required of you? Are you prepared for it? Even if you're willing to work hard, you won't be successful if you don't understand it.

### 2) Can you do the job?

Many people can talk a good game about their abilities, but can't actually deliver.

### 3) Will you do the job?

More than one hiring manager has hired someone who looked like a hard worker but slacked off on the job. Knowledge and ability fail in the face of laziness.

### 4) Will you pose a risk to his or her own continued employment?

Your future boss's reputation is on the line when they hire you. Does he or she have the judgment to choose good people? That's a critical management skill. Will all the tasks on his or her work list get done with your help? If you don't do your part, or if you do it badly, the blame rests on them. If you turn out to be a bad choice, you could put his or her own job at risk.

The best way to communicate the 4 critical things they need to know about you in the interview is to bring a 30/60/90-day plan:

- 1) It shows that **you understand the job** even if you've never worked at it before—because you're listing out specific job tasks and goals, including the most critical steps to success. You can hit the ground running.
- 2) It shows that **you can do the job** because you've just listed out the specific tasks and how you're going to handle those. Even if you don't have actual experience, this shows that you know what you're talking about.
- 3) It shows that **you will do the job** because you've just spent a few hours putting together this in-depth document before you've even talked to them in the first interview. That is a vivid demonstration that you are someone who has the **energy, motivation, and willingness to do more than what's required in order to be successful**. That speaks to your work ethic in the strongest, most powerful way.
- 4) It shows that you are absolutely, positively, NOT a risk to this person's employment—in fact, you're going to be a **huge asset** that will make your boss look fantastic for having the good sense to hire you.



When you answer these 4 questions, you **eliminate every risk factor** in that hiring manager's mind, one by one, and make them very secure and optimistic about hiring you.

**\*\*\*If you fail to communicate these 4 things effectively, someone else may get the offer—even if YOU are the best candidate for the job. The one who communicates better with the hiring manager is the one who gets the job.**



## Why Does A 30-60-90-Day Plan Make You Stand Out?

1. **It elevates you as a candidate.** Creating and presenting a 30/60/90-Day Plan shows that you've:
  - Done your homework
  - Analyzed the position
  - Thoughtfully considered how you can best serve this company in this capacity
2. **It dramatically improves your interview performance.** The process of creating your plan requires research and planning. This means that you will be the most prepared that you've ever been for an interview. As a result, your answers to their interview questions will be the best they've ever been and your interview performance will be spectacular.
3. **It demonstrates your intelligence, work ethic, commitment, energy, and more....**all those intangible qualities that you can't put on your resume that make for a great employee. It substantially improves their perception of you as a candidate:

✓ <b>Enthusiasm</b>	✓ <b>Work Ethic</b>
✓ <b>Knowledge</b>	✓ <b>Energy</b>
✓ <b>Drive</b>	✓ <b>Commitment</b>
✓ <b>Initiative</b>	✓ <b>Critical Thinking Skills</b>
✓ <b>Determination</b>	✓ <b>Analytic Skills</b>



## How To Present Your Plan In Your Interview

Even though most interviewers won't ask for your 30/60/90-Day Plan (because it is not a standard interview tool), it's easy to bring it up. Just say something like, *"Hey, I've thought a lot about how I could be successful in this job, so I put together this outline and wanted to talk it over with you."*

**It's very important to walk them through your plan in the interview.** Don't just hand it over to them.

When you go through it with them, you **ask questions, get input, and discuss—**

and all of a sudden, your interview is no longer the same interview he's had with everyone else. You're not just answering questions and hoping that your answer sounds better than the next guy. You're having a *conversation*. You're building rapport. You've put you and that hiring manager on the same 'team,' talking about how you're going to be successful working for him. That conversation helps him to visualize you working for him, and that visualization gets you a very long way toward getting the offer.



Visualization is a technique that sales people use. If you go buy a car, what do they do? They don't just talk about the car; they put you in the driver's seat and take you for a test drive so you can imagine this car being yours. It's powerful.

During this conversation about your plan, you're asking questions:

- *"I thought I would get this training. Is that the right one?"*
- *"I thought that if I tackled this first, it would make it easier to do X. Do you agree?"*
- *"I put down X. Do I have that right?"*
- *"I included X here. Do I need to add something else?"*



Asking for that agreement helps you elevate your communication with this hiring manager, because you are clarifying that you are communicating what you need to communicate. Does he agree with you or not? Is something not clear, or do you need to explain it further?

This interaction is incredibly beneficial to your interview success. Persuasion experts will tell you that in order for people to learn or to hear your message, they have to be actively listening and engaged with you. **When you interact with this manager using your 30/60/90-Day Plan, they will remember it and they will remember you—very positively.**

Candidates who aren't remembered don't get job offers. With this tool, you will be extremely memorable and you'll be memorable for things that demonstrate your ability to do the job.

This is the kind of tool that successful sales teams have, because when you engage your customer, you're able to persuade them, and you get them to do the things that you want them to do. Remember that the job search is a sales process in which you are the product. When you engage the hiring manager, you're able to persuade them and get them to do what you want them to do, which is make you a job offer.

When you ask these interactive questions, some of their answers will give you big clues about what they're most interested in.



You've heard how important it is to tailor your resume for the job, and to tailor your interview answers for the company, right? Well, **asking these questions helps you tailor your interview answers on the spot to directly appeal to this person with the power to hire you.** If he's interested in "X", you don't want to talk about "Y", you want to talk about "X".



Let's revisit the car sales rep:

When they are selling you on this car, they ask questions to find out if you care about style or functionality or gas mileage, and then they talk up those points about that car. They point out features that will matter to you—and you become more likely to buy it. They won't know unless they ask—and you won't, either.

*Peggy,*

*Just had to share - yesterday I accepted an offer for my targeted job with my dream company! Specifically mentioned was that no other person had taken the initiative to submit a 30/60/90 plan. I was told that it was one of several points that **elevated me above my competition** and showed my dedication to going **above and beyond** what was required and instead do what was necessary.*

*I can't thank you enough!*

*John*

## The Most Important Question To Ask With Your 30-60-90-Day Plan

**One question will boost your chances of getting the job by 30% - 40%.**

This question is a natural follow-up to presenting your plan, and you can only ask it if you have discussed your plan in your interview:

*"If I were to do all the things I have on this plan, do you agree that I would be wildly successful in this job?"*

This question is a game-changer. Most job seekers will go into their interview very focused on dressing well, answering interview questions well, smiling, making eye contact, etc. Very few job seekers will actually ask for the job. **In any situation, asking for what you want boosts the likelihood that you will get it. Job interviews are no exception.**

Asking this question is a technique that (again) sales people use, called 'closing.' This is the "are you in or out" question.

If you get a "yes, I think you'd be very successful in this position," then you know that you've crushed your interview. That hiring manager is sold. Now he'll be on your side, advocating for hiring you—and you've just significantly boosted your shot at the job.

What if he says, "No," or "I'm not sure"? That's OK. You have another chance. Your next question should be, "Why?" or "What do you think is holding me back?" If you hadn't asked, you'd leave the interview and never know why you didn't get the job. But now, you've uncovered what's bothering him about you. Sometimes this is just a misunderstanding that you can solve with a little more communication. Maybe he can't afford to relocate you, but you're moving anyway and you don't need relocation. Maybe he's worried that you don't have a certain skill but you just forgot to mention it. More communication solves the problem.

It could be that there really is a real objection and you're not going to get past it. But if you don't ask, you'll never know. Most people come out of the interview absolutely clueless about how they did, and this closing question takes care of that. I've seen people save job offers with this question more than once.





## How To Put Together A Plan

How you put together your plan will vary by whatever industry or career area you're in, but all jobs will have a general arrangement you'll follow when you start. Include these tasks in your plan:

### ➡ The 1<sup>st</sup> 30 Days (30 Day Section)

This is generally when you'll learn the specifics of the company—training, systems, procedures, products, customers, culture, getting to know your team.

### ➡ The 2<sup>nd</sup> 30 Days (60 Day Section)

This is when you start getting your feet wet—getting more in-depth, evaluating changes you'll be making, reviewing files, training on secondary equipment, expanding your contacts within and outside the company, getting feedback, and so on.

### ➡ The 3<sup>rd</sup> 30 Days (90 Day Section)

This is generally a “ready to run” period of implementing changes, initiating action plans, etc. This is when you'll start making significant contributions on to the company on your own, either by bringing in more work, or starting some project, or something.

**Every job has a period where you're learning the ropes, getting up to speed, and moving out on your own. A 30/60/90-day plan demonstrates what that will look like with you on the job.**

It is a great demonstration whether you are at an entry-level job, a middle-management job, or an executive C-Level job—whether you're moving to a new company or going after the internal promotion. The general goals and actions are the same--only the specific tasks are different.

**\*\* The more specific you can be to that job and that company, the better off you are.**

For example, if you can find out the name of the training they put new employees through or the software they use for whatever task, then you can put that in your plan.



## Where can you find the information you need to put together your plan?

The best places are:

- Google
- Twitter
- Facebook
- Corporate website
- Your recruiter
- LinkedIn



LinkedIn is especially valuable because it has:

- ✓ Groups specific to your industry
- ✓ Group discussions and questions-and-answer sessions
- ✓ Company pages (different from corporate websites)
- ✓ Profiles (where you can learn more about the people who work for or have worked for the company)
- ✓ Ease of contact—the ability to reach out to actual human beings who can help you with what you need to know.

LinkedIn isn't your only resource, but it's a good one. It has a rich array of opportunities for you and your job search. If you're not on LinkedIn yet, get a profile *today*.



## What Happens When You Bring a 30-60-90-Day Plan to Your Interview

A 30/60/90-Day Plan is going to knock the socks off your interviewer and make them think they've won the employee lottery. These plans are that impressive. They elevate your game. They elevate your interview conversation, they elevate you as a candidate, and when they make the offer you have negotiation power and will get a higher salary.

Check out these real stories from successful job seekers who've used a 30-60-90-Day Plan in their job interviews. (And consider if you'd want to go up against them in your job interviews without a plan of your own....)

### Got an offer in 90 minutes...

*Hello Peggy (and staff),*

*I'm a veteran of job searches (not by plan) over the last 10 years. Lately I had been getting the interviews, but no offers. I came across your site and what struck me most was the 30-60-90 day plan. I recognized the need to re-energize my campaign, do something different, so I signed on... What a difference it made in landing this job. The hiring manager (COO) said he brought in 6 candidates for the director-level job, and we each interviewed [with] 6 people. He said I was first on 5 ballots, and second on the other, and was clearly the **best prepared candidate**.*

*I spent a lot of time crafting the 30-60-90 day plan, made sure to review it with him (he spent an extra hour with me), used your techniques to close on the job, and was able to answer more than several of the 101 toughest interview questions with your help.*

*I nailed the interview; he called me with **an offer 90 minutes after I left**.*

*Thank you so much for your advice and assistance.*

*Best regards,*

*Randy L.*

## Landed the job at a non-profit...

Dear Peggy,

*I'm writing to you today to let you know, and to let others who are looking for a great job know, that your 306090 works, and delivers results! I'm so happy to report to you that the document I prepared using the 306090 day template worked fabulously. I used your technique to develop **my 306090 for my non-profit world. I'm sure that it was instrumental in the decision my (soon to be new) employer made about hiring me.** I'm also sure it helped me in my salary negotiations. Thank you for such a great strategy and product.*

*My best to you,*

*R. B.*

## Ag sales...

Peggy,

*I just want to thank you for your time and expertise, especially the 30-60-90 plan. I had an interview scheduled on Monday...I have been in sales 30 years but was let go in a business change last May. Sales plans are nothing new, I just hadn't taken one into an interview.*

*I began building the plan [Thursday] evening, finishing and polishing thru the weekend. I came out of the interview flying. **The hiring manager literally said "Wow" when I handed him the plan** as part of my close. I met with the corporate sales manager on Wed, got a verbal offer on Friday. I am wrapping up my first week with the new company. Maybe the best thing is the confidence I have going forward because I have a plan. Thank you, it works!*

*Dan W.*

Ag Sales Consultant

## Great accounting interview...

Hi Peggy,

*[In the interview], we sat down and started going over my resume (education, experience, etc). He then said he had some questions for me. I started thinking, "Questions? I thought I just answered all the questions you could ever want."*

*It was then [that] I told him I prepared a plan to approach the job in the first 90 days. His response? You already know Peggy! Don't force me to tell you now! Alright I'll spill it. Because he's an accountant too, he's naturally curious. So his response was: (with light in his eyes) "Really? I have a question in here on that. Let's look at it now!"*

*As we looked through it some of his comments were: "That's really good you're definitely going to do that," "that's going to be day 1," "you're spot on," "we're really big on team and relationships," "You're very proactive and assertive."*

*[When he brought up my weaknesses,] I was able to point out some misconceptions he had ...and discussed the transferrable skills I have gained and **referred back to my 90 day plan to show him how I was going to get up to speed.***

*I now have to do an online test to see if my traits match the role. If that goes well he'll call me to meet with a Vice President in their corporate office.*

*Talk soon!*

*Shawn*



## Global logistics company in Poland...

Dear Peggy,

*I would like to thank you for your invaluable help - after several months of my unsuccessful job search I have finally found a great job. I am going to take up the position of the Country Manager of a global logistics company in Poland. **The offer I got even exceeded my expectations.***

***Your 30/60/90 Day Plan so impressed the hiring manager...that the job interview automatically turned into scheduling my induction plan!***

*Moreover, **another company** I spoke to and presented my Action Plan to **also offered me a job in the same week!***

*I am very grateful for changing my attitude toward the job search process, making it more aggressive, effective and successful! I will recommend you to any job seeker I know!*

*Thank you and all the best to you and the whole your team,*

*Karolina*

## Nurse supervisor...

Hello Peggy:

*I thought that I'd drop you a line to let you know how the 30/60/90 day Action Plan worked for me... I brought my action plan in to **my interview this morning and by this afternoon I received and accepted a job offer** as a Nurse Supervisor in a well-known home care agency. Thank you for your guidance. The 30/60/90 Day Action Plan really works!*

*Ramona*

## Finance...

*Thank you very much for the help I received from Career Confidential! I had an interview scheduled...with a very prestigious company in my field (Finance). I knew I had to do SOMETHING to separate myself from the many other very qualified candidates I would be competing against.*

*[Using your plan, I was amazed at how easy it was to complete my own plan for my interview.] Let me preface the rest of my comments by saying that I have interviewed for quite a few positions in my lifetime ...and never ONCE walked out of the interview knowing I had "nailed it." I knew I had done well on those other interviews, but if other candidates were better, well, then I might not get the job offer...I knew that THIS time, I HAD to "nail it" if I were going to be offered the job!!*

*I wasn't certain I'd be given the "ideal" time to present my 30/60/90 day sales plan. But, the opportunity opened itself up during the course of the conversation with the hiring manager! She was very impressed that I had taken the time to know the business, the firm, the job for which I was applying--and to put it all down on paper. **I walked out of this interview (which was scheduled for an hour, but ended up lasting 90 minutes), and I knew that I had just "nailed it!"***

*... I was offered the job, with a base salary 50% higher than my previous job, plus a very lucrative bonus/commission schedule!*

*I am absolutely certain that the 30/60/90 day sales plan helped me acquire this awesome job! And, although some of the thoughts that I had prepared in my plan may not mesh with what my new sales manager expects from me, we now have a roadmap to begin our "actual" plan for the next 30, 60, and 90 days...and years to come!*

*I plan on using this tool every time I am competing for a new position throughout the rest of my working years!*

*Thanks again,*

*Chuck D.*

## My salary tripled...

Hi Peggy,

*I just could not keep my success to myself; I owe you a huge “thank you”.*

*[I had an interview scheduled for Friday.] The first thing that came to my mind was the 30, 60, 90 day plan. I was a bit stressed, only because I was afraid I did not have enough time to put together a good presentation, but guess what? I did it.*

*The night before my interview, I felt like I was “armed and dangerous,” all because I took your words, did my homework and prepared for the interview. I aced the interview; the following Monday I got the job offer. It was unanimous. **All six people voted hands down for me and my salary tripled.***

*I thanked God first and then you. The 30,60,90 day plan really works.*

*Many, thanks!*

*Mildred M.*

## Pharmacist...

Dear Peggy,

*I just wanted to say thank you so much...with your help I was able to secure a job in the pharmaceutical industry straight out of pharmacy school. **Your 90-day plan outline helped me impress the company so much that I was given a promotion to a senior title, which is usually for pharmacists who complete a 2-year industry fellowship.** Thank you for helping me get the job of my dreams.*

*Warm regards,*

*Jorge F., PharmD*

## Got a higher-level job at a higher salary....

*...Peggy, let me tell you, with that plan in my pocket.....I felt like the Undefeated Champion of the World (and that was BEFORE I got to the interview)!*

*I waited for the right moment then, before I knew it, I was in total control with the VP on my left and the Director on my right engaged on what we would be doing together in the next 90 days!*

*When I was through, the VP asked the Director: You have any questions for J? She rolled-up the sheet of questions she had, paused, and replied, "I can't think of anything" and smiled! The VP was so impressed that he opened up another window of opportunity stating that they do have expansion plans (I had mentioned that on my 30/60/90).*

*You know Peggy, they started opening up to more future plans, how I would fit in and they loved the strategies for personnel that I presented, etc., etc,....in other words.....Thank You! **I felt GREAT coming out of that interview! I had never felt that way before.***

***I was offered a different position on the 21st of January, plus way more than I was asking, plus benefits, with an annual salary review!***

*Live On 30/60/90!*

*J.*

## **I would never interview without it...**

*Peggy...you have refreshed my career advancement opportunities. I've been applying to some internal job rotations (temp jobs) and the 30/60/90 job action plan gave me that extra component I'd been looking for. I had no problems with my resume or getting an interview or getting a rotation or two in the past. However, I did not get one of the rotations I had expected, so I wanted to revisit my interview experience. **I would never go to an interview now without it. I just applied for two rotations and got one job offer after two days.***

*Thanks for the fantastic information.*

*Lisa R.  
Toronto, Canada*

## **Hired me for more than I interviewed for...**

*I have been out of work for over a year. I am a store manager for a floor covering company for over 30 years. **I have interviewed several times and I was fully qualified, but there were 30 other people as fully qualified, and** I was missing something every time and never got the job.*

*I went to an interview last week and took your 30-60-90 day plan, of course I customized it to me and my profession, and it worked!!!! **He was so impressed with my plan that he not only hired me, he hired me as a general manager for all his stores, A 6 figure job. Much more than I was interviewing for.***

*The plan worked far beyond my expectations...*

*Thank you,*

*Pete C.*



## Got a more senior position with 30K more money...

Dear Peggy,

*Hello from the land down under! I thought I would drop you a quick email to pass on my sincere thanks to you.*

*I was made redundant in November last year. I applied for many jobs without any success, and I would not normally make it past the first interview stage, let alone the second interview.*

*After discovering your app, I began to look further in to the Career Confidential site and purchased the 30 60 90 day plan for non sales roles. I used this plan for 3 separate job opportunities, and yesterday, all on the same day, **I was offered all 3 of those roles!***

*But that's not the end of the story. **One of the employers I presented the plan to was so impressed, I was offered a more senior position within the organisation, and am now on a package almost 30k higher than the role I applied for!***

*I can't begin to thank you enough for the in depth, easy to follow information you have provided me to assist in my job search. I couldn't be happier. I've certainly recommended you to all of my friends and family and will continue to follow your blog.*

*I'll definitely post this as a review on the product page, but I just wanted to let you know personally how grateful I am that I discovered your wonderful site.*

*If you ever head down to Australia I'd certainly like to meet you in person to say thank you once again. Your advice has changed my life, and put me on a career path I could only have dreamed about. Thank you again!*

*Yours sincerely,  
Anthony G.*

## They made an offer on the spot...

*Peggy, these are the kind of emails you love! Just last weekend, I bought your 30-60-90 Day Sales Plan for an upcoming interview this past week. I appreciate your encouragement, assistance, tips and template. The sales position was down to two final candidates, I was the first to interview.*

*For the interview, I was to make a presentation, present a 90 day sales plan, and have a sales call scripted out. I was pretty set on the presentation and sales script, but I was a little nervous about the 90 Day sales plan. I found your site online, and was convinced it was going to help me.*

*Well, Peggy, it more than worked! **They were so blown away by the interview, the 90 day sales plan and the vision I demonstrated, they made me an offer right there on the spot. They didn't even interview the second finalist.** The CEO said, "this is the exact vision and energy I want for my company".*

*I don't think I would have made the impression that I did, if it wasn't for your guidance. Thank you again for our brief, but very effective encounter!*

*Wes R.*

## Greatest interview I ever had...

*Hi Peggy!*

*I bought your 30/60/90 Day Action Plan, and used it to prepare for my interview. **This was the greatest interview I ever had in my life.** The panel was so impressed, I was so happy and I enjoyed the interview. I knew I had aced the interview even before it was over. Thank you very, very much for 30/60/90 day action plan. I was hesitant, but it worked wonders for me! Thanks once again.*

*Tshepang (South Africa)*

## He was blown away...

*Hi Peggy,*

*I received an email from you about the 30-60-90 Action Plan...I thought I knew how to do an action plan - was I wrong! ;) Your course and tools made me even more confident during my phone discussion with the hiring manager.*

*As a result, I was invited to participate in eight F2F interviews with 3 VPs, 3 Directors, and 2 Sr. Managers. With your help...I delivered! I could tell that each panel member was very interested in my thought process and was very impressed that I had given great thought to my action plan for the first 30-60-90 days. Apparently, the other candidates did not have an Action Plan. Following my interviews with the Leadership team, I had a 3 1/2 hour lunch with the hiring manager. His first question was, "tell me, how did you prepare for this interview?" **He was blown away by my in-depth review of the job and what would be needed to on-board the new hire quickly.** And get this... **I am an external candidate and the competition was three internal candidates!***

*I am very happy to report that yesterday afternoon, I received a phone call with their intent to move forward with me and they will have a job offer in my hands tomorrow! I can't believe this all took place in less than 4 weeks! Thank you!!!*

*Sincere regards,  
Stephanie T.*

## Offered the job within 24 hours...

*Hello Peggy! I just wanted to let you know my results from using your 30 60 90 day sales plan. About 5 months ago I moved from NJ to AZ. I didn't have a job waiting for me and thought it would be easy to get a job once I got here. Well, turned out to be the exact opposite. Fast forward almost five months, after countless online applications and interviews that I never heard anything back from, I was contacted by a recruiter on LinkedIn about a job that sounded amazing! My confidence now was a bit shaken and deep down I had some insecurities that I was never going to get this job.*

*I had a phone interview with the recruiter (who works for the employer) and took an online assessment and made it to my first in-person interview with the hiring manager. The interview went great! As we wrapped up he said, "We are going to have another interview and I want you to be able to tell me in our next meeting how you plan on tackling this job." I really wanted this job so I started researching online and came across your web site [and] I knew I needed you. Let me also say that since I have been without a job for so long, money is super tight! I knew I couldn't afford not to spend the money on this. I was going to do whatever I had to do to nail this interview. With the help of your site, I put together my 30 60 90 day sales plan. At my next interview, when the hiring manager asked if I had given any thought as to how I would tackle the job and when I responded with, "Well yes I have. I have prepared a 90 day plan that I would love to share with you." The look on his face was priceless!! He was not expecting this, Peggy!!! **I was so prepared for this interview with my written plan and with your guidance on how to present it. The interview went amazing. I was offered the job within 24 hours.***

*I can't thank you enough. What valuable information you pass along to job seekers. I start my new job on March 17 and know I have you to thank.*

*Jeanne R.*

## Resources for You

### 30/60/90-Day Action Plan Template with Video Coaching

<http://careerconfidential.com/306090-action-plan-product-reviews/>



The plan tested by thousands of job seekers, PROVEN to impress hiring managers and get job offers for you, includes:

**Fill-In-The-Blanks Template** so you know exactly what a great plan should have (no mistakes)

**Variety of Sample Plans** from different fields so you can quickly see how to customize it to your own career

**Video Coaching** to write and present your plan saves you hours of time and effort and makes you incredibly successful in your next interview

**Personal Review of Your Plan by Peggy McKee**

### 30/60/90-Day Sales Plan Template with Video Coaching

<http://careerconfidential.com/306090-sales-plan-product-reviews/>



The plan that Peggy McKee herself used to get 5 job offers in one search and refined to perfection with thousands of candidates as a sales and marketing executive recruiter in medical sales.

**Fill-In-The-Blanks Template** so you know exactly what a great sales plan should have (no mistakes)

**Variety of Sample Plans** so you can quickly customize your plan

**Video Coaching** to write and present your plan saves you hours of time and effort and makes you incredibly successful in your next interview

**Personal Review of Your Plan by Peggy McKee**



## Free Training Webinars for a Fast, Successful Job Search

<http://careerconfidential.com/training-webinars/>

Career Confidential offers a variety of training webinars to put you ahead of the pack in your job search.



**How to Get a Job in 6 Weeks....Guaranteed!**

**5 Tips to Stop Age Discrimination or Bias in Your Job Search**

**Perfect Interview Answers**

**Resume Review**

**Why Online Applications Are Killing Your Job Search**

**Phone Interviews: 25 'How To' Tips You Need Now**

**Fastest Way to Find a Job**

**How to Get Into Medical Sales**

**How to Answer Interview Questions**

*\*\*\*Webinar schedule varies. Please see our Training Webinars page to see the current schedule and descriptions of these webinars: <http://careerconfidential.com/training-webinars/>*



**Career Confidential Job Search Tools**

<http://careerconfidential.com/job-search-tools/>

**Career Confidential's Total Access Club**

<http://careerconfidential.com/total-access-club-product-reviews/>



**Peggy McKee's Personal Career Coaching**

<http://www.phcconsulting.com/WordPress/career-coaching>