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In Hired!, Elinor Stutz asserts, "The interview is not about you, it's about how well you will solve the company's problems. This is the only way you will get a job you actually enjoy!" Hired! is a must-read if you want to learn how to: Achieve the right mindset for successful interviewing; Conduct specific research prior to the interview

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You ' ve hired a couple of snazzy new sales reps. They ' ve impressed you with their natural hustle, competitive spirit, and initiative. Dollar signs light up in your eyes as you imagine all the new bookings and revenue these new reps will bring to your business.

[How to onboard new sales hires - The Close Sales Blog](#)

I gave Hired! 5 stars because Elinor Stutz provides practical, real world advice that anyone can use to get themselves hired. Elinor Stutz is a master at closing sales. Elinor shows you how you can use her sales closing techniques to position yourself as the candidate of choice during an interview.

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