

## The Future of Interviews

### Weekly Report Nine 10/16/17-10/22/17

Week nine was a slower week in comparison to the three weeks that preceded it. There was only one interview and three unsuccessful cold calls. While there have already been three interviews, two more are still needed. This will require more cold calls and more research for BCBA's.

In order to get interviews, one needs to be persistent in calling people and trying to get them to be willing to interview. This is an area that needs a lot of work. Typically once the professional says no once then I do not call again. This will not help with getting an interview at all. Typically a professional will say no the first time but will break down if they are consistently called and bothered for the interview. This consistent calling is the area of struggle with getting an interview. Once the professional says no the first time then I give up and do not call them again, for fear of being annoying. On the other hand remembering that the worse they can do is consistently say no should be helpful and it will help create character.

Even though there are still two interviews missing, three are already finished and were very successful. The third interview was this week and went very well. The professional, Monica Piper, was helpful and excited to share all her stories. Since she was excited it was calming and helped build confidence for future interviews.