

# Airline Pilot

“In 2005 I was going for another job as a pilot, this time with a national airline. I had to attend a selection process, with panel interviews and group exercises.

You coached me on how to prepare, on interview techniques and also on techniques to use in the group exercises. You also gave me an insight into the selection mentality and the things they'd be looking for. Then you prepped me to sell what I have, tailored to what they wanted.

The interview was a resounding success. I did get the job and found out the same day in fact. The principle thing I noticed was how relaxed I was in the interview, I felt more in control of it. It transpired that so much of what you said, actually came about. The main thing I used was your story telling technique, where I had learnt to answer their questions with a short story. They included benefits tilted to what they were looking for. That worked absolutely brilliantly. It was very fluent from their point of view and mine. The questions naturally flowed on from each other, because of the preparation I'd had.

In the panel interview, I gave the strongest story first, the one that fitted the best and used fallback stories as well when I needed to elaborate on a particular point. All this was in my head already. You specifically helped me to organise my thoughts ahead of time, learning to tell those stories in a precise, punchy and engaging way, without appearing rehearsed.

I got the job, which was very much what I wanted, in a growing and developing industry. It's a much more secure and stable company to work for. I'd like promotion and on the further horizon, I want to become a captain and have my own command.

I really appreciated your help, it was probably the clinching factor in getting this job.”

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This testimony is the transcript of a 'client review' phone call and is used with permission.



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