



## **Credibility Statement (Introduction to Optomi and Yourself)**

### **Set the agenda (ONH):**

- Learn candidate's current situation
- Learn candidates experience/career goals
- Explain how we can work together

### **Current Situation:**

Can you quickly walk me through your current career situation (why are you potentially looking)?

## **OFFER**

### **Company 1:**

- Responsibilities:
- Applications or Key Technology:
- Size of Team
  - Reporting Structure
  - Contractors vs. Perm

Accomplishments/Major Achievements

### **Company 2:**

- Responsibilities:
- Applications or Key Technology:
- Size of Team
  - Reporting Structure
  - Contractors vs. Perm

Accomplishments/Major Achievements: Examples of what you did that affected the bottom line.

## **NEED**

### **JOB SEARCH**

What have you done in your search?

Where are you in the interview process?

### **CLAMS**

Challenges:

Location:

Career Objectives (Advancement):

Compensation (Money):

- Contract (W2/C2C)
- Salary
- ○ Bonus (How much received and when)
- ○ Retirement
- ○ PTO
- ○ Stock Options
- ○ Insurance benefits
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Security/Stability:

## **HOW**

### **If the candidate is the right fit:**

If candidate is a good fit for a role – Confirmed Compensation for the specific role (Hourly W2 or C2C/Salary):

Travel %:

Availability to Interview:

Availability to start:

Degree (grad date, GPA Cummm/Major):

Work Authorization:

Influential References (Supervisors/Peers/Direct Reports) – At least 1 Manager:

### **Other Notes:**