

# Phone Interview Pro

*Ace Your Phone Interviews™*

## **Learn The Dance of The Telephone Interview**

*Paul Bailo, Author of, "The Official Phone Interview Handbook: Master The Phone Interview" to speak at Right Management meeting*

**New York, NY --** Phone Interview Pro is proud announce that Paul Bailo, Author, founder and CEO, will be sharing his wealth of telephone sales skills knowledge, as he presents, "The Dance of the Phone Interview", June 21st, 2010, 10:30 - 12:00 PM ET at the Right Management meeting in New York. Mr. Bailo is the Author of, "The Official Phone Interview Handbook: Master The Phone Interview" which is based on interviews with over 500 hiring managers.

Your telephone sales skills can be the deciding factor in getting a candidate to leave a position or a company to hire you. Nowadays, the first step in the hiring process is the telephone interview. Companies and the recruiters they employ use the telephone interview to create a selection of qualified candidates, and in the process screens out many candidates. Don't lose out on the right opportunity, because you said the wrong thing.

"Now, I'm not saying you control it 100%; it's like a dance. A phone interview is really a dance between two people; you could lead the person to ask you certain questions, you could lead the person into saying "oh by the way, I could send you this information," said Mr. Bailo. " It's powerful when you're on a phone interview and you've done your preparation – it now becomes a team effort. It's not me against you or you against me; it's let's look at what I've done, let me show you what I could do," he added.

Follow Mr. Bailo's advice to get you to the next step – an in-person meeting with the person who has the authority to hire. In a year of continued market volatility you cannot afford to miss this timely event.

Mr. Bailo is also available for speaking engagements and coaching sessions. His book may be ordered through his website [executive@phoneinterviewpro.com](mailto:executive@phoneinterviewpro.com) or at Amazon.com ISBN No. 0982299958

### **About Right Management**

As the world's largest talent and career management consulting firm, they have been a leading provider of workforce solutions since 1980. Right Management partner with organizations in creating and implementing a

talent management strategy to proactively develop, redeploy and transition employees to meet changing market and workforce needs.

[www.rightmanagement.com](http://www.rightmanagement.com)

### **About Paul Bailo & Phone Interview Pro**

Paul Bailo MBA, MSW, Ph.D. (candidate) is the founder and CEO of Phone Interview Pro - a service for job seekers who want to perfect their telephone job interviewing skills. Mr. Bailo recognized that while resume, interview preparation, and target company research assistance are commonly offered by outplacement and career counseling organizations, the importance of the telephone interview is often overlooked. In response to this he created Phone Interview Pro. Phone Interview Pro has created a 250+ point phone evaluation not seen in the career services industry...until now! Please visit [www.phoneinterviewpro.com](http://www.phoneinterviewpro.com) and contact Mr. Bailo for more information on Phone Interview Pro.