**Ask Every Sales Candidate This Provocative Question**

1Get the candidate to tell you more than s/he had planned to tell you by asking this great question.

If you want to save yourself from another bad hire, then ask this question toward the end of your first interview:

*We’re about finished with this interview. After this, I will start checking your references and doing my due diligence. Is there anything you would like to tell me now rather than have me find it out later from an outside source or reference?*

Watch closely and listen carefully.

See if the candidate’s eyes dart about in his head. Follow the thought processes as a candidate reaches back into his past to see if there are any secrets he's willing to disclose.

Allow lots of “dead air” to give the candidate plenty of thinking time. Then, get ready to receive some fascinating new information.

Candidates will reveal some negative information about themselves that they wouldn't have done otherwise.

Why?

Because they would rather put their spin on the information rather than have you hear it from a reference or discover it online.

Just ask, “Is there anything you would like to tell me now rather than have me find out from an outside source or reference?”

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