**Try This “Trick” Interview Question**

Sarah Jane McCann

“Hi, I’m Sarah. How’s the job search going?”

Sarah McCann is my business partner and wife. She cuts to the chase by asking every candidate that question before they’ve had a chance to sit down and settle in.

It sounds like small talk, but it isn’t. The candidates’ answers instantly reveal their levels drive and the heights or depths of their attitude.

It’s a*trick question* because they don’t even realize that she’s begun the interview.

But Sarah is off and running.

Some candidates bemoan the fact that nobody is hiring and that it is nearly impossible to get interviews. Others describe the process they have put in place to land a better job. They describe the strategies they’re using and share which ones have been most successful. They may even reveal the companies where they have already interviewed. Now she knows which firms she is competing with to get these self-starters with positive attitudes.

In sales, you’re looking for people who take the initiative and have a great attitude.

“How’s the job search going?” is the question that gives you that information during the first few minutes of your interview. Add this to the structured list of interview questions you use with every candidate.

You *do* have a [structured list of interview questions](https://blog.hubspot.com/sales/25-sales-interview-questions-to-recruit-the-best-reps), don’t you?

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