

Trust Your Vibes: Case Study 1 –Faking the Interview

For Day 14 of our training series 21-Days to Better Loan Processing, we discussed the importance of trusting your vibes (aka gut feelings). In an effort to help you sharpen your intuition, we have prepared a few brief case studies to bring more clarity to the topic. In each of the case studies, we will model the three simple steps learned on Day 14:

1. Notice how You Feel
2. Pay Attention to the Signs
3. Take Inspired Action



Scenario: A new broker called with a frantic request for me to talk to a job candidate who had totally intimidated her during the interview process. I agreed to help.

1. **Notice How You Feel:** In the first minute of the conversation, my vibes told me that this guy was a fake. His harsh, arrogant words seemed to be nothing more than a diversion to shift my focus from his lack of qualifications.
2. **Pay Attention to the Signs.** There were many signs that gave me more information about this candidate. A big sign was that he spoke using book language rather than the industry acronyms and lingo that are commonly used by seasoned professionals. This was a red flag for me.
3. **Take Inspired Action.** I politely asked a few questions that a seasoned veteran would know the answers to. This candidate failed my test miserably. I thanked him for his time and ended the call. Later, I called my client and recommended that she pass on this candidate. He obviously was not the one she was looking for.

My client was a new broker who let her fear block her intuition. She locked into her anxiety and overlooked obvious signs that would give her insight into the situation. What signs are you receiving about the world around you? Make a commitment to empower yourself by paying attention. Visit our website at CompleteMortgageProcessing.com for more helpful tips.

