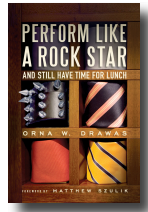


## Interview Questions

Orna Drawas, Author and Business Coach

**PERFORM LIKE A ROCK STAR and Still Have Time for Lunch**



### TOPIC: Getting the Raise You Deserve in a Tough Economy

#### Notes

1. Orna, most people feel like they're lucky to just have a job these days, how can they hope for a raise? (1 min.)
2. So you have to be a TOP PLAYER to get a raise? Is that it? (15 sec.)
3. What is The Double Rung RAP? (30 sec.)
4. OK.... sounds easy... but let's get into it a little bit. I want to make sure I get my raise this year. So "R" is for RESULTS.... like what? What do you mean? (1 min. 15 sec.)
5. I like it.... sounds doable. The "A" is for ATTITUDE.... this is nothing new, but let's face it, you can have the best attitude, but if you don't have the skills, will you get the job, much less a raise? (1 min.)
6. The P is my boss's PRIORITIES? What about my own... with all I've got on my long list of things to do? (1 min.)
7. That sounds harsh. (30 sec.)
8. So what can our listeners do today to help them get that raise they want? (45 sec.)
9. Let's say I feel like I've done the Double Rung RAP and I'm ready to ask for a raise. What's the best way to ask for one? (1 min. 30 sec.)
10. To wrap up, what is the ONE most important thing anyone should do to be able to get that raise in 2011? (1 min.)

**Approximate interview time is 8-10 minutes**