

## Module 12 Handling Objections

### Unit 04 Objections in a Job Interview

#### Set Yourself Apart

To: Chris Talbert  
From: Lee Lonsky  
Re: Thank you

---

Dear Chris,

Thank you so much for taking the time to meet with me today. I thoroughly enjoyed our conversation about the challenges ahead for Horizons Healthcare. It sounds like your efforts to change the culture are working. I thought you might like this video book brief for *Collaboration* by Morten Hansen from BNET.com. It highlights the points we talked about in our conversation about the culture of Horizons Healthcare and the role teamwork and idea sharing play in the success of an organization.

[http://www.bnet.com/2435-13724\\_23-0.html?tag=width;gums](http://www.bnet.com/2435-13724_23-0.html?tag=width;gums)

Again, thanks for your time and insights. I'm looking forward to the next steps in the process.

Sincerely,  
Lee Lonsky

**It is important to use e-mail to thank your interviewer for their time. The e-mail should be formal and professional.**

## Module 12 Handling Objections

### Unit 04 Objections in a Job Interview

#### Set Yourself Apart

Dear Chris,

Thank you again for taking the time to meet with me on Wednesday. I enjoyed hearing your perspective about the opportunities at Horizons Healthcare. I appreciate you taking the time to review the organizational structure as well as the expectations for the position. I was especially interested in your comments about the corporate culture. It sounds like all the teamwork and planning is paying off.

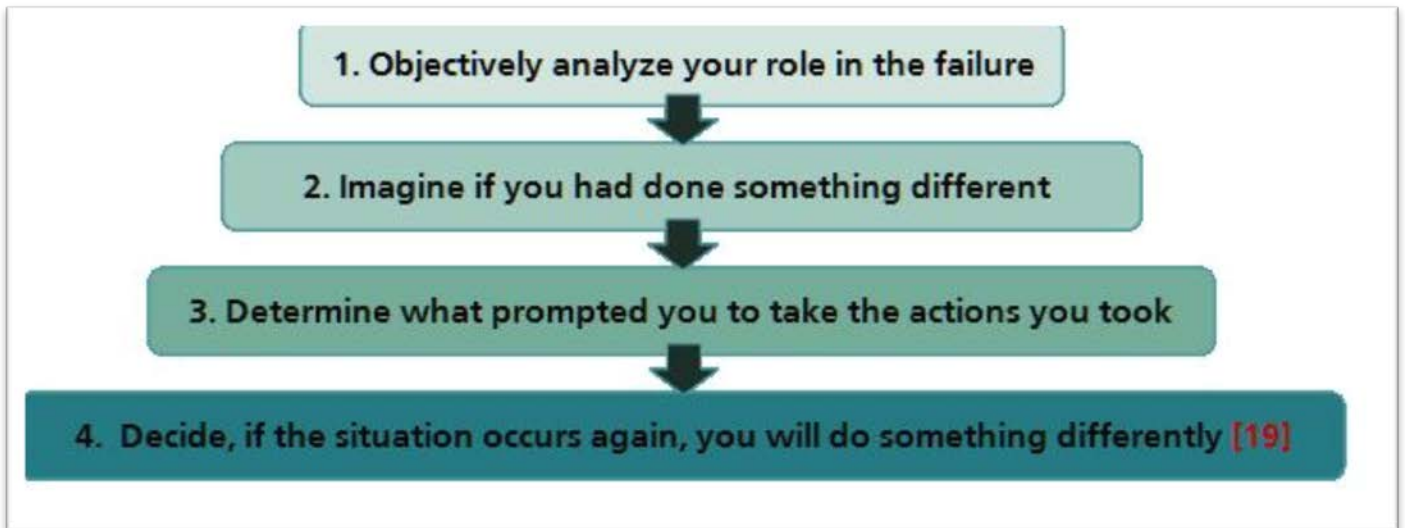
Thanks again for your time and insights. I'm looking forward to the next steps.

Sincerely,

Lee Lonsky

**A hand-written note reinforces the fact that you go the extra mile to make an impression.**

**Module 12 Handling Objections  
Unit 04 Objections in a Job Interview  
Fail...to Succeed**



Failure is about learning and taking personal responsibility, there are four steps that can help you turn failure into growth.