

## Top Reasons You Won't Get the Job

1. You look sloppy, and/or inappropriately dressed. Give an appearance of being non-professional.
2. You arrive at the interview late.
3. You don't ask any questions about the job, and demonstrate a general lack of interest in the company.
4. Your resume and/or cover letter are hastily-done, unprofessional in appearance, and include typos.
5. You don't appear to have any career goals, purpose, or plans.
6. You are overbearing, a "know-it-all."
7. You badmouth your current/past employer and co-workers.
8. You lie about past accomplishments or salary.
9. You're unprepared for the interview, and you demonstrate a clear lack of understanding about the industry or company.
10. You seem wishy-washy; you have a limp, passive handshake, you don't look the interviewer in the eye, or you show other signs of a lack of "spunk."
11. You seem arrogant, unwilling to start at the bottom, or with a lack of appreciation for experience.
12. You have bad manners. You seem tactless, immature, intolerant, or lazy (generally not the kind of person the interviewer wants on her "team.")
13. You seem indecisive, unsure of why you want the job, or like you're merely "shopping around."
14. You don't listen when the interviewer is trying to speak.