

# Building Blocks for a Successful Examiner Interview

---



## Define your goals and use a complementary strategy

- Know the case
- Determine preferred paths
- Have a backup plan



## Take a collaborative approach

- Understand the examiner's perspective
- Ask for feedback before launching into explanations — and listen
- Admit to yourself when something isn't working



## Confirm and document progress

- At a bare minimum, confirm further search and consideration is required
- If you come to agreement, stop selling
- Describe, and confirm with the examiner, your interview summary contents