

Copyright ©2019 Abby Kohut – This handout and the teleseminar recording are for your private use only. If you find this material valuable, please invite your friends to visit [www.AbsolutelyQualified.com](http://www.AbsolutelyQualified.com) instead of sharing this document with them. Contact Abby Kohut at [help@absolutelyabby.com](mailto:help@absolutelyabby.com) for discount volume licensing information for groups. Thank you!

---



## 10 Steps for Overcoming The Overqualified Objection

- 1) Secure a live interview (or a phone screen)
- 2) BEFORE the interview, determine if you are “overqualified” by assessing if you have more years of experience, if you at a higher salary or if you have more education than the job requires
- 3) If so, choose one of the phrases below and rewrite it to make it relevant for your situation
  - *“I was proud to be a Nurse Manager but I really miss working with patients as my main function. I’ve had the big salary and big title but now I just want to make a difference.”*
  - *“I have worked at a variety of companies and have seen what works and what doesn’t. I can provide you with that information so you can avoid making the same mistakes.”*
  - *“I understand the budgetary constraints of a non-profit or a start-up. My family is grown and I am no longer concerned with title and salary. I’m sure we can agree on a salary that fits your budget.”*
  - *“I’ve always wanted to work for your company (or in your industry), and I’m prepared to take a lower-level position to have that opportunity.”*
  - *“Knowledge doesn’t always get passed on to people coming up the ladder. I could be a role model or mentor – a calm, stable, reliable associate the younger generations can look up to.”*
  - *“After having a gap in working (e.g., child rearing, spouse career support, maintaining the family business, additional education), I am looking forward to working again in the industry which was and is my first love.”*
  - *“One of the benefits of a solid work history is the wisdom and experience of avoiding a situation where I’d be bored or an awkward fit.”*
  - *“This is a growing company on the move. With more than the minimal experience to just skim by, I offer immediate returns on your investment.”*
  - *“This position offers the opportunity to achieve the magic word: balance. I’m scouting for something challenging but a little less intense so I can spend more time with my family.”*
  - *“This position provides the stability and long-term potential I’m looking for.”*

# Absolutely Qualified Teleseminar Handout



Copyright ©2019 Abby Kohut – This handout and the teleseminar recording are for your private use only. If you find this material valuable, please invite your friends to visit [www.AbsolutelyQualified.com](http://www.AbsolutelyQualified.com) instead of sharing this document with them. Contact Abby Kohut at [help@absolutelyabby.com](mailto:help@absolutelyabby.com) for discount volume licensing information for groups. Thank you!

---

- 4) Memorize it and practice saying it in front of a mirror until you believe it sounds genuine
- 5) Practice saying it to your spouse, friend, neighbor or job search buddy until they believe it sounds genuine
- 6) Go on the interview
- 7) During the interview, emphasize: fast ROI, fast learner, strong problem solver, comfortable with technology, dependable, reliable, loyal, mature, strong work ethic, strong references, still active & healthy, willing to take direction
- 8) Deliver one of the ten lines above in response to actually being called overqualified or in a statement when asked at the end of the interview if you have any questions
- 9) Rinse and repeat
- 10) If you are having interviews and are not getting to the offer stage, you may wish to schedule a mock interview with me. Please email my staff at [help@AbsolutelyAbby.com](mailto:help@AbsolutelyAbby.com) for more details.