



REAL CONVERSATIONS

# COMMUNICATE CLEARLY

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*5 Lessons from the US Army Ranger School to  
Prepare for your Interview And Get Hired!*

**JOINT TASK FORCE 214 &  
VETS2PM**



## 5 Ranger School Planning Techniques that you need to use for your next interview

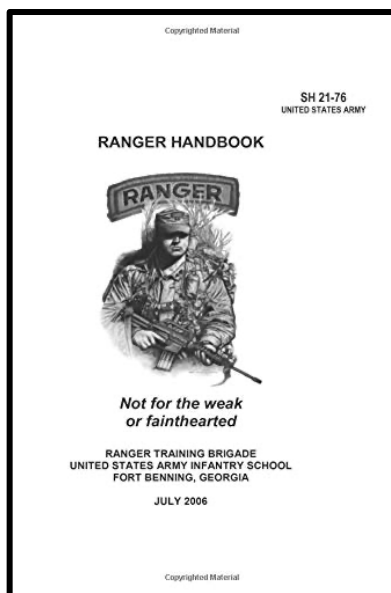
Either you have already or will become part of what Eric “Doc” Wright calls the CIVDIV in his Amazon Best Selling Book “How to Speak Civilian Fluently and Prove It with your CM® Credential”. One of your first steps in entering the CIVDIV working world is the interview, and for many it is more stressful than being an E2 called out to lead unit PT. You may have even been on several job interviews. In most cases, interviews take on a generic pattern that you're quite likely accustomed to by now. However, with a high-profile job interview coming up, *it's vital to rehearse some effective, job-winning strategies that can help you outshine your competition.*

*There are similarities in how we planned for a Mission or Patrol and how you can plan for a “High Profile” Interview. Keep reading to learn how lessons from the Swamps of the US Army Ranger School can help you land that comfy job of your dreams, it's true, keep reading.*

First off the what heck is a high-profile job? It could mean any or all of the following:

- A job that puts you in a position more senior to any position you've filled to date.
- A job that pays a high salary.
- A job with an organization that's established, esteemed, and highly sought after by potential employees.
- A job that you dreamed of having when you nervously started your transition out of the military.

**In the United States Army Ranger School, we learned that there are five planning principles for a successful patrol: Planning, Recon, Security, Control, and Common Sense.**



**So the question that you are undoubtedly asking yourself is what the heck does this mean to me as I enter the job market for my high profile job interview?**

**Ok so let's apply these Patrol Planning Principles so you can leave a positive impression on your ~~potential~~ future employer (cause you're going get this job right):**

**Planning: Have a plan and then Rehearse.** Interviewers usually request that candidates for employment say a little about themselves during the interview. ***This could be your ticket to getting hired.*** Prepare your STAR pitch to effectively convey your abilities and strengths without being a “Spotlight Ranger”. *The STAR method is when you respond to an interview question by discussing the specific situation, task, action, and result of the situation.*

*Couple the STAR method with our L.E.A.D. Course for the*

*power combo.*

**Recon: Study the company.** As the Patrol Leader it was your job to confirm what you think you know and find out what you didn't know, it is the same as you prepare for an interview. Usually, people preparing for a job interview do a little research on the basic history and operations of the company so they can show they're interested. ***However, when it comes to a high-profile job and interview, your research should go much further:***

- Researching the company's sales figures, profits margins and so on will be crucial if you want to show that you're truly interested in giving back to the organization. Similarly, if you were headed to a new unit, you would want to go beyond learning about unit history and unit motto and finding out about the upcoming training events or deployments (if not classified) before speaking with the unit leadership.
- Finding out about the specific responsibilities that would be required of you and being able to speak to it is also a huge selling point to demonstrate that you're the ideal candidate for the job. You need to show the value that you will provide immediately upon being hired, don't confuse them with rambling.
- Taking note of the company's organizational structure is recommended so you can point out how you propose to offer support to other departments. This is just like the Chain of Command chart and Org Chart; you don't have to memorize down to Joe Canteen Cup but know enough about the heavy hitters and check them out on LinkedIn.

**Security: On your Patrol you have to preserve your unit to get you to the objective. Guess what, if you don't fine tune your resume or send out the wrong resume you will never make it to the objective.** A common mistake employment candidates make is filling their resumes with irrelevant information. Think of this as needlessly expending ammo or rounds. Remember that the potential employer wants to see if you possess *relevant* experience and education that can contribute positively to their organization. ***Tighten up your shot group on your resume and sell just your suitability for the job and you will land a seat in that chair.***

**Control: Clear concept of the operation coupled with disciplined communications and you will be able to overwhelm at the decisive point. Adjust your focus. *If the job you're applying for is your dream job, you may need to adjust your focus if you feel you are losing control.***

You will say more by taking a tactical pause, grabbing that sip of water, then just blurting out an answer. During the Communications Classes in Ranger School, one of the things that the Ranger Instructor told us at Camp Darby was that things would be blowing up all around you and helicopters would be coming in and you're going to have to hop on a radio and call in a fire mission but before you do remember this: THINK, PUSH, TALK. What he meant was Think what you are about to transmit over the radio, Push or Squeeze the Hand Mic, and then TALK. Remember this during your interview, you control the situation and hey at least, no one is shooting at you.

**Common Sense: Dress for the occasion. Do the right thing, be in the right uniform at the right place at the right time.** Who hasn't heard this before? Remember that this high profile job

interview requires much more from you than any other interview you've done. ***Not only do you have to act the part, but you also must look the part.*** Invest in an appropriate interview suit that makes the statement, "I'm the one your company needs!"

These simple combat proven techniques will surely guarantee that you paint an impressive picture on your high-profile job interview. Your objective is to ensure you get hired and these fundamental Ranger School Patrol Planning Principles will give you the confidence of a smooth operator will greatly assist in you with the outcome of your interview.

***Above all, it's essential that you're truthful about what you're selling and believe in it.*** It's very easy for people to paint "the perfect picture." However, what's important is that you present the *true* picture and paint it well! You got this!

Rangers Lead The Way

Marty "The MOAK" Martinez  
#BeLegendary

About the Joint Task Force – 214

Joint Task Force – 214 started as a conversation between two Ranger Buddies on a Drop Zone at Fort Bragg, North Carolina "What are you going to do when you grow up?". James A. Felts "Spartan Six" and Marty "The MOAK" Martinez started JTF-214 to help transitioning service members, like themselves, transform from Battlefield to Business and Dominate the Market with Decisive Action.

Learn more at [www.jtf214.com](http://www.jtf214.com)

Joint Task Force – 214 are proud partners with Vets2PM and The Three Rangers Foundation.

Vets2PM [www.vets2pm.com](http://www.vets2pm.com)

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