



50+ JOB SEEKERS IN MA



STATEWIDE NETWORKING GROUP

50+ Job Seekers

Massachusetts Councils on Aging

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AI for Interview Prep & Networking

Event Summary for Attendees

50+ Job Seekers in Massachusetts



The Core Idea: Partner With AI — Don't Let It Speak For You

AI is a powerful research and preparation tool, but your story must remain yours. “Author and Authentic have shared roots.” Use AI to spot-check your thinking and explore possibilities — not to generate your narrative for you.

Beware of “competence debt”: over-relying on AI at the expense of developing your own durable skills — Joe Procopio, Author



1. Develop Your Story

You are the captain of your own journey. Build your story around four pillars:

- **Origin** – Your “why” and what motivated your first steps
- **History** – The challenges you faced and results you delivered
- **Reflection** – Lessons learned from both failures and successes
- **Goals & Aspirations** – Where you're headed next

Ask yourself:

- What are my core values — personally and professionally?
- What problems does the world have that I want to solve?
- When have I persevered — and why?
- Who are my mentors, and what skills have I built?

Ensure your Aspirations, Assets, and Markets are aligned — passion, skills, and earning potential must all work together. One without the others doesn't work.



2. Research Companies & Industries (LMI)

AI can accelerate your labor market research. Always verify AI-generated data against trusted sources, and listen to your gut when making decisions.



Try this prompt:

“Here is my cover letter, resume, and a job description I'm interested in. Based on my goal to transition, please tell me the top three markets and job titles I should be researching. Include salary ranges and hiring forecasts.”

3. Build Networking Connections

Approach networking with a beginner’s mindset: focus on what you can learn and how you can help others. Think: “I need to learn more about _____ to know how I can help.” Unleash curiosity and listen empathically.

Try this prompt:

“Please provide a list of [desired job title] professionals at the top 20 companies in [industry] in the Northeast US that would be valuable for informational interviews. Acting as a Career Coach, provide their names, roles, LinkedIn links, and a brief background summary. Based on their profiles, also provide a conversation starter I can use to introduce myself to each one.”

4. Prepare & Practice for Interviews

Employers want people who can solve problems, make their lives easier, and let them move on. Interviewers want to confirm you can do the job, will keep doing it, and will fit the culture.

Remember: communication is **55% body language, 38% tone, and only 7% words.**

Core Questions to Prepare

- Tell me about yourself?
- Why us?
- Why should we hire you?

The STAR(R) Framework

Use STAR to structure behavioral interview answers — be direct, logical, meaningful, and personalized.

- **Situation** – Provide context and background
- **Task** – Describe the problem or challenge
- **Action** – Explain what you did and how
- **Results** – State the benefits, savings, or impact

Key Interview Prep Prompts

Mock Interview:

“I am interviewing for a [role] at [company]. Based on my resume, LinkedIn Profile, and the job description, can we do a mock interview with you acting as the Hiring Manager? Pose these 3 core questions and allow me to answer each individually. After each reply, give me feedback and highlight what differentiates me as a candidate. Then adjust your feedback as if you were a career coach.”

Gap Analysis:

“Act as if you are leading [company]’s hiring team for a [job title]. What are the top 3 industry challenges the company faces in this role? What are the top 3 hard and soft skills required? Based on my attached resume, LI profile, and cover letter, how do my experiences match their needs — and what are my key weaknesses?”

Talking Points:

“Now suggest talking points I can use to establish my strengths and overcome my weaknesses in a conversational tone.”

Closing Questions:

“Continuing as the Hiring Manager, based on our discussion so far, please provide 5–10 questions I can ask to establish that I am the best candidate for the position.”

5. Use Your Maturity as a Superpower

There are 5 generations in today's workplace — and each has a superpower. Yours is accumulated experience and wisdom. Own it proactively.

Try this prompt:

"I am preparing to interview for a [position] with [company]. Acting as the Hiring Manager and based on my profile, resume, and cover letter, how can I demonstrate that my age is a positive attribute? What questions can I ask to highlight the value of my extensive experience?"

Prompting Tips — The RCE Model

For the best AI results, use all three elements together:

- **Role** – Tell AI who to be (e.g., "Act as a career coach")
- **Context** – Give your situation (e.g., "I have 20 years in healthcare")
- **Example** – Show what good looks like (e.g., "Rewrite this bullet point")

Additional tips:

- Use prompts to generate better prompts
- There are no perfect prompts — experiment freely
- Ask for citations when AI searches the web
- Ask AI to rank its responses by confidence level
- **Always copy responses you want to keep — AI tools usually don't save them**

Common Interview Mistakes to Avoid

1. Over-explaining why you lost your last job (and showing you're not over it)
2. Lacking humor, warmth, or personality
3. Not showing enough interest or enthusiasm — or doing inadequate research
4. Concentrating too much on what you want
5. Winging the interview — you need prepared STAR/PAR stories!
6. Failing to set yourself apart from other candidates
7. Failing to ask for the job
8. Not answering the actual question asked — listen carefully!
9. Not tailoring your answers to the specific position
10. Overselling or over-focusing on experience (raises "will they leave soon?" concerns)
11. Not persuading them that you genuinely want the position

Closing the Interview

When you sense the interview is wrapping up, don't go passive. Ask bold, confident questions to establish fit and commitment:

- *"What's my first month like?"*
- *"What is the feeling you have about me being in this role?"*
- *"Is there anything you're looking for that we didn't cover yet?"*

- *“If you continue the search after meeting me, what would you look for in the next candidate that you didn’t see in me?”*
 - *“Is there any reason you would not offer me this position today?”*
-

You were born an original — so don’t die a copy!

Your story, experience, and perspective are your greatest differentiators. AI is one more tool to help you tell that story powerfully.