

FOUR THURSDAYS AT MEETING HOUSE

Speak as a peer, not a candidate.

Tonight is night one: how you create a peer relationship with an interviewer. The same move works with clients, recruiters, and investors.

Practica conversaciones de trabajo reales, no un examen de frases.

01

Speaking as a peer

August 27

02

Project deadlines

September 3

03

Upset clients

September 10

04

Job offers

September 17

EVERY THURSDAY, 5:00 TO 8:00 PM

Meeting House Bogotá · Calle 32 #6B-43, Piso 3

Hosted by Mike Sullivan · svtechenglish.com

Make the interviewer start treating you as a colleague

Speaking as a peer

THE TRAP

Fluent English, safe answers, then wait for the next question. You stay the candidate.

THE PEER MOVE

Research the company, name a business problem, put evidence on the table, and ask a question that turns the interview into a working conversation.

THE ROOM

You: The professional in the room. You are evaluating them too.

Them: The hiring manager.

They added an AI assistant to support last quarter. Tickets still go to humans. Quality is inconsistent.

THEY SAY

"What made you interested in our team?"

YOUR JOB IN THE ROOM

- Do not compliment the company. Name a fact they will recognize.
- Connect one result from your work to their problem, with a number.
- Ask a question that makes them talk about the business, not about you.

THE LINE THAT CHANGES THE ROOM

"I saw you added an AI assistant to support last quarter. What share of tickets does it actually close?"

Treat the deadline as a design problem you share

Project deadlines

THE TRAP

Apologize, then hope they give you more time.

THE PEER MOVE

If the date is fixed, the scope is not. Decide the tradeoff together.

THE ROOM

You: The person responsible for delivering the project.

Them: The international client.

The full project needs three weeks. They want everything in ten days.

THEY SAY

"We need the full project in ten days. Can you confirm today?"

YOUR JOB IN THE ROOM

- Ask which outcome has to be true on day ten.
- Name the risk in business language, not engineering detail.
- Offer two realistic packages, not a yes or a no.

THE LINE THAT CHANGES THE ROOM

"If the date is fixed, the scope is not. Which result has to be true in ten days: a working slice they can use, or a complete build they cannot trust yet?"

Sit on their side of the board meeting

Upset clients

THE TRAP

Say sorry, say you are checking, and promise an update.

THE PEER MOVE

Own the next decision they have to walk into the room with.

THE ROOM

You: The account or project manager.

Them: A client with a board meeting tomorrow.

Your team sent a report with incorrect numbers. They need a version they can defend.

THEY SAY

"This report is wrong, and my board meeting is tomorrow. What are you going to do?"

YOUR JOB IN THE ROOM

- Name the question the board will actually ask.
- Say what you are doing tonight, not that you feel bad.
- Ask what they need in the room besides the corrected file.

THE LINE THAT CHANGES THE ROOM

"The board will ask what changed and what we trust now. I am reconciling the numbers tonight and will send a one-page correction by 8am, plus the line I would use in the room. What else do you need to walk in with?"

Evaluate the offer the way they evaluated you

Job offers

THE TRAP

Say you are excited, then ask if salary can move.

THE PEER MOVE

Match the terms to the scope. Cash is one lever, not the only one.

THE ROOM

You: The candidate who received the offer.

Them: The recruiter.

You want the role. The package does not yet match the scope.

THEY SAY

"The salary is fixed. Would you still like to accept the offer?"

YOUR JOB IN THE ROOM

- Keep the role, challenge the terms.
- Name one lever besides base pay: review date, remote days, or scope.
- Leave with a written next step, not a maybe.

THE LINE THAT CHANGES THE ROOM

"The role is right. If base is closed, let's move the review date or remote days so the scope and the terms match. Which of those can you take back to the hiring manager?"

You do not need a script. You need a working conversation.

"You are not applying to a job. You are solving a business problem."

1

Read your role

You and your partner get different information.

2

Speak for three minutes

Use your own English. Imperfect is fine.

3

Get one useful tip

What made you sound like a peer? What kept you a candidate?

4

Try the same scene again

Use the tip while the situation is still warm.

COME FOR ONE WEEK OR COMPLETE ALL FOUR.

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