

Interview Transcript

Stephanie Black | Jul 24, 2026 at 1:41 PM | en-US

Recruit AI

0:00

Hi, I'm from Ultimate Longevity Center calling about your AI-powered interview. How are you doing?

Stephanie Black

0:07

Amazing.

Recruit AI

0:10

Thanks for your interest in the Ultimate Longevity Center General Manager - Chandler, AZ position with us. I'm excited to connect to learn more about your experience and how this role could be a fit for you. As part of the first step in our screening process, I'd like to get to know you better and answer any questions you had about the role and company - it should take around 10 minutes. Do you have any questions about the interview format?

Stephanie Black

0:33

No.

Recruit AI

0:35

Great, let's get started then. Tell us about yourself and what attracted you to this opportunity.

Stephanie Black

0:45

I love the health and fitness industry and just making people feel better overall in general. I think anytime you can change someone's life, on the outside, the inside, it's just a great experience for both of you. And I've been in the health aesthetic industry for over fifteen years, and ran my own business so it's something that I really enjoy doing.

Recruit AI

1:09

Thanks for sharing that. It sounds like you have a real passion for helping others feel their best. Can you tell us about a time you influenced someone to make a decision or take action?

Stephanie Black

1:23

When people come in to see me for a consultation, I always ask them questions about their history, what's going on in their life right now, why is now a good time for them to start this plan or program or treatment plan I wanna see if something is coming up in their life, maybe a marriage or weight loss. Anything. And then I will go over a treatment plan, do a consultation with them, just make sure that we're on the same page and give them the best outcome with the treatment plan suggested and see if they want to move forward with that.

Recruit AI

1:58

Got it, thank you. That's a great approach to understanding clients' needs and facilitating positive decisions. Moving on, what experience do you have that makes you a strong fit for this position?

Stephanie Black

2:14

As in the aesthetic beauty and med spa industry for over fifteen years. I've ran my own business for the last ten years. I created structured membership plans, I've done consultations. I've done treatments. I've over the whole process from building a website to meeting with vendors, investors, ordering products, doing care, following up with them. Doing care credit or financing, I've literally done it all. And it's something that I really enjoy doing, and I thrive off of it. And if I can improve someone's life and make it better, that makes me happy as well. And I'm also, like, just up for it challenge. I love to be challenged. And work in a group setting. So thrive off of that as well.

Recruit AI

3:05

That's impressive. It sounds like your extensive experience in the industry and running your own business has given you a solid foundation for this role. What strategies have you used to generate referrals or business-to-business partnerships?

Stephanie Black

3:21

You know, in the beginning, I used Groupon. I've used referrals, like a fifty fifty program. If they refer someone, I will give them fifty dollar credit or fifty dollars, you know, to them. For their referral opportunity. I have gone on Sonora Living. I've done TV shows. I've, um, done mailers, not had good luck with that.

Recruit AI

3:43

Thanks for sharing those strategies.

Stephanie Black

3:45

I've gone door to door.

Stephanie Black

3:49

Okay.

Recruit AI

3:50

Those are some creative approaches to building partnerships and generating referrals. Going door to door shows great initiative. Now, looking ahead, what KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Stephanie Black

4:09

How many calls are taking a day, the follow-up calls, just tracking what our average ticket per sale is. Seeing how we can increase that revenue what can we do to make it better, And is everyone doing their part as much as we can to with these patients or clients?

Recruit AI

4:29

Thanks for sharing. Monitoring those KPIs sounds like a solid approach to ensuring team performance and growth. It was great speaking with you today. We'll be in touch regarding the next steps in the hiring process via email in the next few days if you are successfully chosen to move forward. Have a great day. Do you have any questions for me before we wrap up?

Stephanie Black

4:51

I will wait for your call. Thank you.

Recruit AI

4:54

You're welcome. If you have more questions later on, feel free to reach out. Have a wonderful day.