

Interview Transcript

Stephanie O'Brien | Jul 30, 2026 at 1:49 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 O'Brien

0:06

I'm doing great. Thank you.

Recruit AI

0:09

Thanks for your interest in the Ultimate Longevity Center General Manager - Boca, FL 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 have about the role and company - it should take around 10 minutes. Do you have any questions about the interview format?

Stephanie O'Brien

0:31

Not at the moment.

Recruit AI

0:34

Great, let's dive in then. Could you tell me about yourself and what attracted you to this opportunity?

Stephanie O'Brien

0:44

Don't know. First and foremost, I mean, about me, I am generous, compassionate, driven, all things science and longevity of preventative care. And part of that, what attracted me to your company is that, one, you use all of the tools that are actually moving the needle. Um, it's not just something I call well wish washing. Like, oh, I'm gonna have red light, or I'm gonna have a sauna and cold plunge. You know, I started as a pioneer in contrast therapy several years ago, but I actually started attending these type of places in New York in the late fifteen, sixteen, seventeen in New York. And so it wasn't here when I moved here in twenty twenty, and I thought I would bring it. And it's a lot of work to do your own brick and mortar, and I'm really I thrive at building businesses. I thrive at I really want to be in a company, which is one of the reasons I got out of my previous long term real estate company, to be in a company that it has meaningful work. Right? It's not I call it golden handcuffs. I'm not just making revenue. I am making a difference and an impact people's lives and, um, hopefully, helping the trajectory and the growth of this business. I really believe in you guys' mission, and, and I love growing businesses around my purpose.

Recruit AI

2:12

Thanks for sharing that. It's clear you're passionate about wellness and longevity, and it's great to hear about your experience in building businesses. Let's move on to the next question. Can you tell us about a time you influenced someone to make a decision or take action?

Stephanie Obrien

2:31

Well, it's really the approach. First, they need to be listened to. Find out what their why is why they're doing something, or why they're there, Listen to them. And then make a recommendation based on that, not just a one size fit all. Like, oh, you're here for this. You should try that. Find out what they're there for why they're there. I mean, as a time, I do it all the time. I mean, I have thousands of clients, so it's hard to pick one time where I've been able to do it. But what I normally do, I'm not a pushy person. I listen. I push. I say it, like, very, very soft, kinda like a velvet hammer. Where I understand what they need. And I explain to how we can sub solve or ways they could solve that problem by working with us or with me. And for them to try it. No pressure. And see if it changes their life. Because most everything that I do and believe in, actually makes a difference. It's not just like a I feel good. It's like they go, oh my god. What just happened? I feel great. So I like to work with things that are easy to sell and or at least that I'm easy. Able to easily sell because I believe in them. I know that they work. And that I listen to people's pain points ask them why they're there, make sure that they're heard, And from that point, they, usually, I tell them the answers are within so that they feel like they made the decision themselves.

Recruit AI

4:03

Sounds like you have a thoughtful and client-centered approach to influencing decisions. It's great that you focus on listening and understanding individual needs. Now, can you share what experience you have that makes you a strong fit for this position?

Stephanie Obrien

4:19

Oh, man. I think I almost check every single box. Whether it comes from cells managing, longevity certifications. I'm a lot certified coach. I have gotten a, um, from Primal Health. I got certified in functional lab testing. I use data, the Oura Ring, on myself, biomarkers. I always ask people to to check their baseline first to get an evidence bat, evidence based, baseline before moving on or trying something. So I'm sorry. I think I derailed

Recruit AI

5:00

No worries, you've shared valuable information. It seems like you have a rich background in sales and wellness that aligns well with the role. Let's discuss your strategies for generating referrals or business-to-business partnerships. How have you approached that in the past?

Stephanie O'Brien

5:16

So well, I mean, with referrals, a lot of time, it's just incentivized, right? So it's usually through affiliate programs or partnerships, where it's a win win. And most people, including myself, they wanna refer a company that they know is going to help their friends, their family, or their team or their employees or their teammates. So by offering a valuable product, that actually moves the needle. And so the incentivizing, the partnership is one thing. Getting exposure, um, energy exchange, whether it's, like, doing an event, whether it's doing a pop up, whether it's working with leaders or sponsors in the community and knowing knowing what they want and making sure that you offer something back. It's regenerative currency is usually the way, whether it's incentivized through energy or through monetary funds. Is making sure that we find the right people to connect to what you're doing and to build that foundation.

Recruit AI

6:24

You seem to have a solid approach to building partnerships and generating referrals, focusing on mutual benefits and community engagement. Let's talk about metrics. What KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Stephanie O'Brien

6:42

Well, to be honest, I usually use a system for that, but so the daily is just making sure that we're getting more clients than we lose. That our churn is not higher than our client sign ups. And just basically, the the main thing is trust. Follow-up, and keeping track. Of people that are making shifts in whether they're snowbirds or they're leaving. And, um, this incentivizing, building community. One of the main things of keeping, um, KPIs or keeping, the trust going is making sure that also that your employees feel recognized and seen and incentivized as well. So I'm not sure if I answered your question correctly.

Recruit AI

7:34

You did! Monitoring client retention and fostering trust within the team are key aspects of achieving ongoing success. It's important to balance sales metrics with team morale, and support. Thanks for sharing that perspective. It was great speaking with you today. We'll be in touch regarding the next steps via email in the next few days if you're chosen to move forward. Do you have any questions for me?

Stephanie O'Brien

7:56

Not really. It was just difficult having a conversation interview. So, hopefully, if you guys want to follow-up with me, you know where to find me.

Recruit AI

8:09

I understand how these can feel a bit different. Feel free to reach out if anything comes up later. We'll be in touch soon.

Stephanie O'Brien

8:15

No problem. Thank you.

Recruit AI

8:18

You're welcome. Have a great day!