



# **My CustomGPT for Answering** **“So Tell Me About Yourself” Even If You’re** **Nervous, Rusty, or Don’t Know What to** **Say in Interviews and Networking Conversations**

*A proven 4-part framework paired with a ChatGPT tool to help you build a clear, compelling answer fast.*



**The Truth at Work, Inc.**  
Kelley Joyce, MBA, CPC



The #1 worry I repeatedly hear from my career coaching clients is how much they dread the question, “So tell me about yourself.”

Candidates either freeze and don’t know what to say, or they frantically over-prepare and end up rambling through their entire career. What should be a simple opening question turns into intense pressure, overthinking, and second-guessing.

Unfortunately, this kind of response can **set a negative, awkward tone** for the rest of the conversation or interview, one that quietly **takes you out of the running** before the interaction has even really begun.

If this is you, you’re certainly not alone. And more importantly, it’s not your fault. You’ve likely been taught the wrong way to approach this question, or simply never shown how to do it well.

The good news is that this is **one of the most predictable parts of any interview** or networking event, and with the right structure, it can be **prepared, practiced, and delivered with real confidence**.

I’m Kelley Joyce, career coach, and I help professionals who feel stuck, overwhelmed, or under-performing in their job search get clear on what they want and proactively go after it.

**I specialize in turning your experience into a clear, compelling story so you can show up powerfully in interviews and position yourself for better opportunities, stronger offers, and real career growth.**

If you already know this is something you struggle with and want help, you can set up a complimentary and confidential conversation with me at [www.thetruthatwork.com/consult](http://www.thetruthatwork.com/consult).

In this playbook, I’m going to walk you through a simple, structured way to answer “So tell me about yourself” without getting stuck, over-talking, or trying to say everything at once. You’ll learn how to clearly communicate who you are, highlight your strongest value, and deliver an answer that actually lands with your interviewer.

I’ll also give you access to my proven 4-part framework and CustomGPT tool so you can turn your experience into a clear, compelling response quickly and effectively. By the end, you’ll have an answer you can prepare, practice, and truly master so you can **start your interviews strong and easily move forward to the next round**.

***Kelley Joyce, MBA, CPC***

## The Myth: You Need to Throw the Kitchen Sink at Them

Most candidates believe “So tell me about yourself” is an invitation to deliver a perfectly crafted monologue. A precious sermon you need to memorize, perform, and get exactly right.

When clients come to me, this is almost always your burning urgent interview concern. You feel pressure to explain everything up front, hit every high point, and prove your worth immediately.

You’ve been told to take control of the conversation, name drop, and go for the win right away.

But imagine this is what the interviewer or networking partner actually experiences:

- A chronological walk-through or a litany of what’s already on your resume
  - Over-explained roles
  - Lots of character description instead of skills and value-driven proof
  - Too much talking, with no space for anyone else to get a word in
  - Boasting, sweating, and sometimes a sense of desperation or fear.
- You think you’re being thorough and impressive.

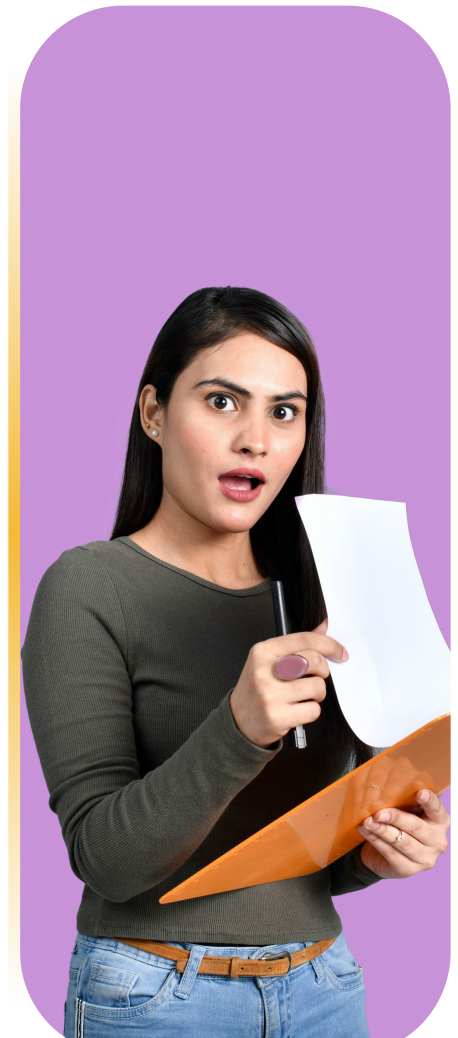
Yet what actually happens is the opposite.

You overwhelm the listener, lose your own thread, and make it harder for them to understand your greatness.

**Instead of connecting with the audience, which is the objective, you create confusion or boredom.**

And suddenly, you’re practically dissociating instead of being present.

Most of the time, you don’t even realize it’s happening.



## The Truth: It's a Conversation, Not a Recital

If you've approached this classic opening question by trying to say everything and "win" immediately, it makes sense. That's what most people are taught.

But that's exactly why it isn't working.

It's not that you're not prepared enough.

It's that you've been solving for the wrong objective.

"So tell me about yourself" is not a command to deliver a painfully polished performance.

**It's actually an unconscious request to connect.**

**It's a bid to be present with the other person and to clearly communicate who you are, the value you bring, and what makes you different.**

Unfortunately, most people miss that, and as a result, they don't advance to the next round or the perfect referral partner opportunity fizzles.

You give pieces of your story, but you don't connect the dots and you miss social cues. This leaves the interviewer or target trying to figure out the puzzle instead of making it easy for them to see why you're a strong fit.

**A lack of genuine connection and presence is a huge detriment to your candidacy.**

What's really happening is this:

You're trying to conquer the talk before it's begun.

You're trying to stage and control the dialogue in the first few minutes so much that the asker shuts down, gets bored, or becomes irritated.

You're trying to say everything at once, prove your full value, and close the deal before the conversation has even started.

But that's not the job of "So tell me about yourself."

This is simply the beginning of a conversation, with one goal: to move forward.

**You don't need to close the deal in your first answer.**

**You need to make it clear who you are, what you're great at, and why you're a strong fit.**

The only reliable way to do that consistently is with structure.

Because without structure, you either say too much or not enough.

And neither one works.



## What Actually Works

Here's what you need to do instead:

**You need a clear, structured way to answer “So tell me about yourself” that allows you to communicate your value without over-explaining or trying to say everything at once.**

This is exactly what I teach.

I use a proven, 4-part framework that helps you build a response that is focused, compelling, and easy for your interviewer or networking partner to follow.

When you use it, you create connection, stay present in the conversation, and make it easy for them to see why you're a strong fit.

This structure allows you to say the right things, in the right order, without overwhelming your interviewer or losing the thread.

And this is exactly why my “So Tell Me About Yourself” CustomGPT is so powerful.

It takes this framework and does the hard part for you, so you're not staring at a blank page trying to figure out what to say.

Here's how it works:

1

### Elevator Pitch

Who you are and what you're known for

2

### Skills-Based Proof

One to three key strengths, supported by clear examples

3

### Throughline

What ties your experience together

4

### Forward Link

Why this role and what you're looking for

## Your Quick Win: Download My CustomGPT

To make this incredibly easy for you, I've created something most people would charge for.

I built a CustomGPT that helps you quickly and easily create a structured response to "So tell me about yourself" that moves you forward in the job search process.

This isn't just any tool. It uses my 4-part framework to guide you step by step, helping you clarify your experience, identify your strongest value, and turn it into a clear, compelling answer.

Here's what it does:

- Asks you pointed questions about your background and experience
- Guides you through each part of your response so you don't have to figure it out on your own
- Produces your Elevator Pitch and Skills-Based Proof, and helps you tie it all together with your target role
- Edits and refines a structured answer you can practice and use in an interview

[CLICK HERE TO ACCESS THE GPT](#)

That's it.

Within minutes, you'll have a clear, structured answer you can prepare, practice, and master so you can walk into your next interview or networking happy hour ready to connect and move forward with confidence.



## Why Most People Still Struggle with What to Say on Their Own

At this point, you may be thinking, “Okay, I understand the framework. I just need to practice it.”

This framework and my CustomGPT will take you significantly further than most people get on their own.

But this is where people still get stuck.

**A lot of candidates struggle to identify which strengths are actually the most important to highlight.**

You often default to what sounds impressive, what you’ve done the longest, or what feels safest to say instead of what is most strategically relevant to the role or conversation.

Other times, you over-edit your response until it sounds robotic, rehearsed, or generic.



Or you become so focused on saying the “right” thing that you lose your natural personality, presence, and ability to genuinely connect.

I see this constantly.

Someone will come to me with an answer that technically follows the structure, but something is still missing. The answer may be too long, too vague, too cautious, or too disconnected from what the interviewer or networking contact actually cares about.

And the truth is, this is incredibly difficult to evaluate on your own.

**You’re simply too close to your own story. 9 times out of 10 you’ll sell yourself short.**

You know your experience too well, which makes it hard to identify what actually stands out, what creates connection, and what makes someone immediately understand your value.

**That’s where coaching changes everything.**

An experienced outside perspective can quickly identify what to emphasize, what to cut, and how to position your story in a way that feels both authentic and compelling.

If you’ve worked through this process and still feel like your answer isn’t quite landing, that’s completely normal.

And it’s exactly the kind of thing I help my clients refine every day.

## Ready to Own Your Story?

And there you have it: my framework and CustomGPT for answering “So tell me about yourself” in a way that creates connection, communicates your value, and moves conversations forward.

But now that you understand the structure and tool, you may also be realizing something important:

**This is much bigger than just one question.**

The way you talk about yourself impacts:

- **Interviews**
- **Networking conversations**
- **Recruiter calls**
- **Internal promotions**
- **Executive visibility and**
- **Nearly every professional opportunity you pursue**

And while structure is critical, the deeper work is learning how to position yourself strategically, communicate your value clearly, and speak about your experience in a way that feels both natural and compelling.

That takes practice, refinement, and outside perspective.

In my many years of coaching professionals through interviews, networking, promotions, and career transitions, I’ve seen incredible transformations happen when someone finally learns how to clearly communicate who they are and the value they bring.

I’ve watched clients:

- Land jobs after months of struggling to gain traction
- Completely change how they show up in conversations
- Increase their confidence and executive presence
- Secure stronger opportunities, promotions, and compensation

And it often starts with finally knowing what to say and how to say it.

That’s why I’d love to invite you to a private conversation with me.

### **Need More Personalized Help? Let’s Talk.**

I work with professionals every day who want more clarity, stronger positioning, better opportunities, and greater confidence in how they communicate professionally.

As a bonus for downloading this resource and CustomGPT, I’d like to invite you to a complimentary consultation.

### **In Our Conversation, We Can:**

- Clarify your career direction and positioning
- Identify what may be holding you back in interviews or networking conversations
- Refine how you communicate your value and strengths
- Create a strategy for moving forward with greater confidence and momentum

**Schedule Your  
Complimentary Consultation**



## Meet Kelley Joyce, MBA, CPC

Kelley helps professionals discover their career path and land their dream job with confidence. Her coaching process dismantles outdated beliefs and tactics, resetting your mindset and building confidence to overcome fear and self-doubt.

She is a Certified Professional Coach (CPC) and a Certified Recovery Coach (OASAS/CCAR) with an MBA from Fordham University, Gabelli School of Business. Kelley is a former senior executive in global technology PR with over 30 years in strategic planning.

Known for her comprehensive approach to integrating her executive experience, business leadership, and intuitive insights, Kelley is passionate about helping her clients transform their relationship with work.

After working together, Kelley's clients walk away with the confidence, clarity and certainty needed to quickly secure roles that truly fit. The result? Balance and fulfillment in their work and personal life.





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 [www.thetruthatwork.com](http://www.thetruthatwork.com)

 [kelly@thetruthatwork.com](mailto:kelly@thetruthatwork.com)

 (917)-397-6526