



Name: _____

Date: _____

Referred By: _____

Interviewed By: _____

Phone Number: _____

Email Address: _____

1. What about the overview spoke to you most?

2. What motivated you to come in to interview today?

3. This position offers high income potential but sometimes it takes 4-6 weeks for a new agent to start generating income. With that in mind our first goal is to get your monthly bills paid - how much do you need to pay the bills? Do you have the resources to bridge you until then?

4. During a background check, would anything appear? For example misdemeanor, felony, etc.

5. Do you have reliable transportation, and would you be comfortable with your commute to the office?

6. Disclosure: Licensing fees in total is approx \$150. Is this going to be an issue for you? Don't forget if licensing is completed within 10 days of the second interview then \$120 is reimbursed.

7. On a 1 to 10 scale how good are you with computers? Do you have a laptop?

8. If you worked very hard for 10 hours but had no real results and made no sales, what's your mentality the next day?

9. Tell us something about you that is not in your resume that you would like us to know as we review candidates.

10. How well do you handle rejection? Give me an example when you've had to overcome rejection or adversity in your life.

11. Tell me three things that you feel make a great salesperson. 1. _____ 2. _____ 3. _____

12. On a scale of 1 to 10, how confident of a person are you?

13. On a scale of 1-10, #1 being this is not 'my thing' (I am not interested) and #10 being I am ready to start this 'like yesterday' (this is my dream career), where do you see yourself? What are the _____ points keeping you from saying yes?

14. On a scale of 1-10, with proper training how successful do you see yourself in this career?

15. If we offered you a position - how soon could you start? Our next class date is xxxxxxxx.

16. Do you consider yourself the type of person that accepts responsibility for their actions or inactions?
For example, if we gave you a task list to complete by the end of the week and it wasn't done and the consequence was you can no longer work with the team - would that be fair?

17. Are you able and willing to leverage your social media to grow your business?

Last but not least: Do you have any questions that I could answer?
