

FOLLOW UP

Phone screened, 8 or higher rating, Sharp Applicants

CONVERSATION:

Hi _____ this is _____ with Involve Financial. How are you today? (pause) I am following up on our conversation from yesterday regarding the _____ position in _____. (pause to see if they mention that they watched them or not).

if no response: I wanted to see if you had the chance to watch the videos yet. (pause and let them answer)

if they have not watched the videos: No problem. Will you have time to watch those this afternoon or later on tonight? (pause and let them answer). Great! And do you have access to my original email? Or would you like me to resend that?

(Walk them through the process from your original phone screen again): Again, It's a series of 7 videos a total of 40 mins. The third link is the application for an interview, (pause) After watching the videos, fill out the application, submit it online and that will go straight to our Hiring Director. She'll give you a call back to schedule a more in-depth Zoom interview.

Great. Will you have time to watch that this afternoon or tonight? Perfect. We look forward to your application.

if they watched the Videos: Great! So what were your biggest takeaways from the videos? (pause and let them answer). Great! Would you like to move forward to the next step of the interview process with us?

if yes: Good! The next step is for you to fill out the Interview Application, which is the third link that was included in my original email to you. Do you still have access to that email? (resend if needed). Great, so go ahead and fill out the application and submit it online. That will go straight to our Hiring Director. She'll give you a call back to schedule a more in-depth Zoom interview.

Great. Will you have time to fill that out this afternoon or tonight? Perfect. We look forward to your application.

if they watched the videos and do not want to continue with the process: Hey, not a problem. This career is not for everyone. I was following up to make sure there were no technical difficulties on our end. Thanks so much for your time and I wish you the best of luck in your search.

VOICEMAIL:

Hi! _____ this is _____ with Involve Financial. I wanted to follow up from our conversation from yesterday to see if you had an opportunity to watch the videos.

I have not received your interview application back and wanted to make sure there were no technical difficulties on our end. You may contact me directly at _____. I will also send you an email where we can correspond. Again, this is _____ with Involve Financial. Have a great day!