

## 2nd Interview

Name: \_\_\_\_\_

Do you have any pressing questions before we begin? Tell me more about (*pick topic from Screen IV*)

1. **As you have seen from the career overview, finding the right FIT is one of the biggest priorities for us and for you. Based on what you know so far, why do you feel like this might be a FIT?**

2. **Believing in what you do matters; how do you feel about our product?**

- The need for our plans, 3 different products, how our coverage works.*
- 2 markets: B2B ~ Traditional*

3. **(Sustainable Business - from script) How do you feel about walking in to a business or knocking on a door without a pre-set appointment?**

4. **Understanding that this is an ownership position, you set your own schedule; how many hours do you see yourself working here? We have suggested schedules that we know work (share B2B or Traditional market hours here)**

- 4/6 Gravies minimum*
- Travel & Trainmores – 1<sup>st</sup> 3 mos. Are the most critical*

5. **Have you ever been paid based on your performance before? How do you feel about commission? How does (spouse) feel?**

6. **Monthly Income requirements - Maintain Lifestyle: \_\_\_\_\_ Bare Minimum: \_\_\_\_\_**

- What about our compensation you would like to understand better?*
- What gives you confidence you can handle 80% rejection when you get started?*

7. **Is it important for you to be in a leadership position? Why? Why would you be an effective leader?**

- Leadership vs. Mgmt, / only promote organically / We are GROWING!!*

8. **Tell me about other careers you're interviewing for right now? What is your timeframe to start?**

9. **How interested in this career are you?**

1   2   3   4   5   6   7   8   9   10

- Why?*

10. **What do you believe differentiates you from other candidates we have in the interview process?**

11. **Do you currently own an iPad? If not, could you obtain one before the start of Sales School? (*requirement*)**

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**Key Notes & Score:** Personality: 1 2 3 Experience: 1 2 3 Situation 1 2 3 X-factor: 0 1 TOTAL \_\_\_\_\_