

**NEW HOME SALES ASSOCIATE  
PRE-INTERVIEW QUESTIONNAIRE**

Please complete this questionnaire by clicking your mouse inside the gray fields and typing your answers. The fields will expand as you type. You may also tab from one field to another. For yes-or-no questions, click the checkbox next to your answer. Attach it, your resume and application for employment form to an e-mail and return.

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

Current Address: \_\_\_\_\_

Phone (Home): (     ) \_\_\_\_\_ Work: (     ) \_\_\_\_\_

Cell: (     ) \_\_\_\_\_ E-Mail: \_\_\_\_\_

A convenient time to call me for a possible telephone interview would be between  
the hours of: \_\_\_\_\_ a.m. / p.m.     on day(s) \_\_\_\_\_

Best number to call: \_\_\_\_\_

Current Real Estate License: Yes \_\_\_ No \_\_\_

If yes, what State? \_\_\_\_\_ Sales \_\_\_ Broker \_\_\_

Additional comments related to license:

1. How did you learn about this position? \_\_\_\_\_

If you saw an ad, please indicate which newspaper & code number: \_\_\_\_\_

If website, please indicate website address \_\_\_\_\_

Other: \_\_\_\_\_

What in particular in that ad/website attracted your attention? \_\_\_\_\_

2. What motivates you to apply for this position? \_\_\_\_\_

\_\_\_\_\_

3. Why are you considering leaving (or why did you leave) your present (last) position? \_\_\_\_\_

\_\_\_\_\_

4. What are your thoughts about a non-smoking policy? \_\_\_\_\_

\_\_\_\_\_

5. What are your thoughts about “role-playing” in sales meetings? \_\_\_\_\_

\_\_\_\_\_

6. What do you think about the use of Mystery Video Shops utilizing shoppers with concealed video recording devices, when used for training and evaluation purposes? \_\_\_\_\_

\_\_\_\_\_

7. New Home Sales involves active, full weekend involvement (Saturdays and Sundays from approximately 9:00 - 10:00 a.m. to 6:00 p.m.). Days off will be during the week. How does this schedule work for you? \_\_\_\_\_

\_\_\_\_\_

8. What is your experience with computers, websites, social media and technology? Please elaborate? \_\_\_\_\_

9. In what programs or systems are you proficient? \_\_\_\_\_  
\_\_\_\_\_

10. Do you currently use or have used social media websites (Facebook, Twitter, LinkedIn etc.)? Yes \_\_\_ No \_\_\_\_\_. If yes, please list the social media website and the website address of your profile page(s) below:

LinkedIn: \_\_\_\_\_ Facebook: \_\_\_\_\_

Twitter: \_\_\_\_\_ Instagram: \_\_\_\_\_

Plaxo: \_\_\_\_\_ GooglePlus+: \_\_\_\_\_

11. We provide a proven sales training program at ([www.i-NHSS.com](http://www.i-NHSS.com)). Are you willing to follow and to become enthusiastically involved in a structured training program?

\_\_\_\_\_

12. What has been your verifiable earnings history, annually each year, over the last three years?

Year: \_\_\_\_\_ Year: \_\_\_\_\_ Year: \_\_\_\_\_

\$: \_\_\_\_\_ \$: \_\_\_\_\_ \$: \_\_\_\_\_

13. What would be your financial goal annually, on average, for each of your first three years?

Year 1: \_\_\_\_\_ Year 2: \_\_\_\_\_ Year 3: \_\_\_\_\_

14. What are some of the basic factors that motivate you? \_\_\_\_\_

\_\_\_\_\_

15. Having an appropriate vehicle is a condition of employment for this Sales Position. What type of vehicle do you have?

Year \_\_\_\_\_ Make \_\_\_\_\_ Model \_\_\_\_\_ #Doors \_\_\_\_\_

Is this the vehicle you drive 100% of the time? Yes \_\_\_\_\_ No \_\_\_\_\_

If no, what other vehicle do you drive? \_\_\_\_\_

Year \_\_\_\_\_ Make \_\_\_\_\_ Model \_\_\_\_\_ # Doors \_\_\_\_\_

16. What special education, knowledge, skills or attributes do you possess that you think would be helpful to you, and to us in the new home sales arena? \_\_\_\_\_

\_\_\_\_\_

17. If you were offered a position with the company, and you were to accept, within what time frame or upon what date would you be able to start? \_\_\_\_\_

\_\_\_\_\_

**Use this space for any additional information that you believe would be helpful in assisting us to know more about your attitude, knowledge, skills and habits, and how they would be potentially beneficial to your new home sales success. When returning, please include your resume and completed application for employment forms. Thank you!**