

**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 where placed: _____

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: _____

Other: _____

11. We provide a proven sales training program at (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!