



BERKS HOMES

Sales Prospect Questionnaire

Date:

Applicant Name:

Home Address:

Best Phone Number to Reach: (Office)

E-Mail Address:

Best Time to Call: Between the hours of & on (days)

Current Real Estate License: **Yes** If Yes, in the state of **Pennsylvania**.

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1. How did you learn/hear about this opportunity? \_\_\_\_\_
2. What motivated you to apply for this position? \_\_\_\_\_
3. Why are you considering leaving (did you leave) your present (last) position? \_\_\_\_\_
4. Have you done "role-playing" in sales settings? \_\_\_\_\_
6. New Home Sales involves working Saturdays (schedule is Tuesdays through Saturdays 10:30 am to 5:00 pm). How does this schedule work for you? \_\_\_\_\_
7. What skills from any of your sales training or experience will you bring to your next position? \_\_\_\_\_
8. If you could have improved anything about the way your previous employer conducted their business, what would that be? \_\_\_\_\_
9. Tell me about an accomplishment in your life either personal or professional, of which you are the most proud. \_\_\_\_\_
10. What are your expectations of a reasonable commute (time and distance)? \_\_\_\_\_

11. Please label the following from 1-4, with 1 being most like you, and 4 being least you:
- a. Direct, driven, competitive, results-oriented, daring and adventuresome.
  - b. Inspiring, outgoing, optimistic, trusting, confident and enthusiastic.
  - c. Steady, amiable, friendly, good listener, patient and team player.
  - d. Courteous, analytical, precise, fact-finder, accurate and conscientious.
12. One final question: We've tried to be thorough with this questionnaire. Is there anything about yourself or your experience, or any other question that we haven't asked or covered, that you think we should know? \_\_\_\_\_

Thank you very much for taking the time to complete this questionnaire.