



**New Home Sales Representative Prospect Questionnaire**

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

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

Home Address: \_\_\_\_\_

Best Phone Number to Reach: \_\_\_\_\_ ( \_\_\_\_\_ )

E-Mail Address: \_\_\_\_\_

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

Current Real Estate License: \_\_\_\_\_ If Yes, in the state of \_\_\_\_\_ .  
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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. What are your thoughts about a non-smoking policy? \_\_\_\_\_

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

6. New Home Sales involves active, full weekend involvement (Saturdays and Sundays from approximately 11am to 6pm). How does this schedule work for you? \_\_\_\_\_

7. What do you like best about what you do in your present position? \_\_\_\_\_

\_\_\_\_\_

8. What do you like least about what you do in your present position? \_\_\_\_\_

\_\_\_\_\_

9. What do you know about our company? \_\_\_\_\_

\_\_\_\_\_

10. What sales courses or sales training programs have you taken? \_\_\_\_\_

\_\_\_\_\_

11. How do you use technology in your present position? \_\_\_\_\_

\_\_\_\_\_

12. If you could have improved anything about the way your previous employer conducted their business, what would that be? \_\_\_\_\_

\_\_\_\_\_

13. Professionally, what do you see yourself doing?

1 year from now? \_\_\_\_\_

3 years from now? \_\_\_\_\_

5 years from now? \_\_\_\_\_

14. What would be your financial goal, annually on average, over the next 3 to 5 years? \_\_\_\_\_

\_\_\_\_\_

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

\_\_\_\_\_

16. Tell me about an accomplishment in your life either personal or professional, of which you are the most proud. \_\_\_\_\_

\_\_\_\_\_

17. What do you like to do in your leisure time (i.e., sports, hobbies, etc.)? \_\_\_\_\_

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18. What are your expectations of a reasonable commute (time and distance)? \_\_\_\_\_

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19. In your own words, please define teamwork. \_\_\_\_\_

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20. Describe your vision of an ideal company culture. \_\_\_\_\_

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21. Please label the following from 1-4, with 1 being most like you, and 4 being least like you:

- a. \_\_\_\_\_ Direct, driven, competitive, results-oriented, daring and adventuresome.
- b. \_\_\_\_\_ Inspiring, outgoing, optimistic, popular, trusting, confident and enthusiastic.
- c. \_\_\_\_\_ Steady, amiable, friendly, good listener, patient and team player.
- d. \_\_\_\_\_ Courteous, analytical, precise, fact-finder, accurate and conscientious.

22. If we were to offer you a position with our company, when would you be able to start?

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23. 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? \_\_\_\_\_

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

*Note: If you have not already sent a resume, please forward when you return this questionnaire.*