

1st Interview Script for New Applicants

Hey (Applicants name), This is (Your Name) how are you today? I'm with Symmetry Financial Group and I am calling in regard to your resume you sent in to us for our (Sales Representative) position in (area)..... I just have a couple of minutes but I needed to ask you a few questions before I sent you out some information on our company.....

Were you looking for full or part time?

Tell me a little bit about what you're doing now for work?

What do you like about it?

What Drives Them? Re-state it in your own words.

What don't you like about it?

Where is the pain and what are they trying to get away from? Re-state in your words. What parts of their story do you relate to?

Does this person have the characteristics you're looking for in a business partner?

It sounds like you are looking for a lot of the same things that I was when I found Symmetry __ months/yrs. ago and what I am looking for are people who are now in the position I was then.

I was looking for a place where I could get paid what I was worth

I had to find a place where the success of my career didn't have to come at the expense of my family

I needed an opportunity where my results could speak for themselves and I could determine how far I went with the company. I needed to be back in control of my career.

Does that sound like you?



Ok great. Let me tell you what I am looking for. Have you ever heard of the 80/20 rule? It's the rule that says that the top 20% of your people will produce 80% of your results. I am looking for the top 10% that will produce the 90. Would you consider yourself the top 10%?

The people that have been successful with our company all have a few things in common they are willing to work hard and smart, they are self-driven and self-motivated and they have character.

Do those things describe you?

Excellent. I have a link to videos on our company that will go over Who we are, What we do, How we do it and Why we do what we do the way we do it.

If I send that out to you in the next 15 minutes when will you have the opportunity to watch them?

Ok do you see my number on your phone? Save my name and number in your phone and give me a call or shoot me a text as soon as you have watched both videos, if I don't pick up leave me a message and I will call you back as soon as I get free.

Excellent I look forward to reconnecting with you (Time / Day)

Email I send out

Hey (Applicant),

Good to connect with you today. Here is the link to the videos I mentioned: www.workwithsymmetry.com

There are 3 videos in total and collectively this should take you around 45 minutes to review everything.

Call or text me when you have viewed the videos,