

Name, City, State:

Interview Date:

Hiring Interview: PRE-LICENSED RECRUIT

(Write their answers from yellow section in a paragraph form here 📌)

- Tell me something about yourself... what makes you a good fit for our team?
- Previous/Current field of work
- What made you choose life insurance instead of any other field of work like real estate or solar?
- Have you ever done outbound phone/remote work before?
- Are you looking for a part-time or full time opportunity?
- How many hours can you commit to growing your business each week?
- Are you planning to do 100% Telesales, or would like to work in-homes as well?
- Are you married?
- Any children?
- Who all depends on your income
- Is _____ the main reason why you are looking to better your life and income?
- Okay perfect. In a perfect world... and if all went well, how much income are you trying to make within the next 12 months here with Family First Life?
- I know you've received a few text messages and emails with the explanation videos and the FAQ page with questions & answers about our company. Do you have any other SPECIFIC questions I can help you with before we go over the team requirements?
- Okay perfect. If that's the case: How soon will you be ready to (Get licensed /Get contracted) ?

Sounds good. Well I just have to go over a few requirements to become an active FFL agent...

- Do you have an active E&O?
- When does your license expire/has to be renewed?
- Do you owe any debt to any other IMO or Insurance Carrier?

(Send <https://FFLvictorylap.com/start>)

- I just sent you a text... did you get it?
 - (Briefly walk through the page: HCMS / SureLC registration)

- We will also send you our team boot camp so you can learn our system as we wait for your writing numbers to come in
- The boot camp was made by our very own Hall-of-Fame Producer, and Millionaire Integrity Partner, Steven Yee. He is literally one of the best trainers in the entire industry... and he be in your phone contacts to use at your disposal!
- The best part about our agency is not only our lineage...but the team spirit. You will soon get locked in with agent both new and veteran all across the nation.
- FFLHOMEOFFICE.com – see agents close deals over the phone live! You can check it out and listen in as we are waiting for your writing numbers.
- Everyone is there to help each other.... Its easier to get over rejection and overcome objections when you have a team cheering you on
- This would also be a good time to hop on some new agent training and weekly team trainings live on zoom. We have about 5 live zoom trainings a week you can hop on to.
- The new agent zoom on Tuesdays is a good one to ask questions live as you are getting ready to start selling.

- Okay and one more thing. And as you already know we are a **lead based business**. WE DONT HAVE TO CALL OUR AUNTIES AND UNCLES because we have thousands of people NATIONWIDE that send out an expressed interest in life insurance either online or in the mail.
- Leads range from \$3 to \$11 each, depending on lead type and age of lead submission.
- We recommend going into any Dial Day with at least 100 leads; which equates to the average agent lead investment being around \$400 - \$1,000(+) per week. Your average ROI (Return on Investment) is typically about 3-5X your lead spend if worked properly.
- Are you okay financially to invest the \$400-\$500 to \$1,000 on leads to scale your business? Or would you need assistance getting off the ground?
- If “no”: Okay, remind me after you (finish contracting) and I will see if I can hook you up with a couple leads to start... or work out a gameplan for you 😊

Do you have any more questions before we get the ball rolling??

Well _____, it's been an absolute pleasure speaking to you today; I'll put you in a group message with a few of your up-lines and get you in touch with Brittany, the contracting specialist and uplines that will help you set up your carriers and get writing numbers.