

Name, City, State:

Interview Date:

## Hiring Interview- UNLICENSED 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...

(Send recruit a text to: <https://FFLvictorylap.com/study> )

- I just sent you a text... did you get it?  
(Briefly walk through the page: Test / Pre-licensing / Fingerprints Background / Apply for State License) – State test is \$45-\$95 depending on state

(You can find state test costs at <https://FFLvictorylap.com/asc> )

- Remember \_\_\_\_\_ **none of those fees go to FFL..** it goes directly to your State.
- Just like any other license (such as a resale estate license or cosmetology) ... you must put in the required hours and pass the state test before practicing- makes sense?
- So: \_\_\_\_\_, ARE YOU IN POSITION TO TAKE CARE OF YOUR STATE TEST REGISTRATION TODAY?!? (\$45-95)
  - If “no” : *Okay what day are you expecting to get paid to we can take care of this?*
- **We do pay for your \$200 pre-licensing courses—- but the Course sponsorship is Very LIMITED so I can only give it out to SERIOUS AGENTS ONLY.**

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- 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 (pass the test / 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??*

(\*\*If ready right now ): I can help you schedule your test exam now if you'd like, do you have an iPad or computer nearby? It'll only take us about 3 to 5 more minutes

- \*\*\*send them <https://FFLvictorylap.com/asc>  
(ex: <https://FFLvictorylap.com/Ohio>) and help book schedule test same 2 weeks out.

Well \_\_\_\_\_, it's been an absolute pleasure speaking to you today.

I'll get that group message started with the Agent success coach to get you started as soon as possible!