Hi (person name), this is (Your Full Name) calling for your Preliminary interview with (company name). How are you doing today? Great, well (person) I would like to spend this time getting to know you better, give you the chance to ask questions and see if this position will be a good fit. I would love to learn more about you. First, (person’s name) can you tell me where you are currently located in the country? And what has you interested in working with us?

-We are trying to find their WHY.

\*Points to touch on

1. Was there something that attracted them to our company?
2. Are they currently working? (Was this PT or FT)
3. Are they Licensed or willing to get their license? (Average is 150-200$ for licensing cost, we help walk them through the process)
4. Benefits of Working with us…. Remember to sell to the one they told you about. (Flexible schedule, be your own boss, no cap on income, no quotas, lots of growth and income potential etc)
5. Things we are looking for (Self Starter, Motivated, can be self accountable, positive attitude, coachable, etc)
6. We are a brokerage working with many carriers (say a couple) to help our customers with whatever they need.
7. We have a lead system if you need help generating business, people are responding to either an ad they received in the mail or online. That's who we are contacting.
8. Average commision is around 500$ after the client pays and another 200$ later in the year, we have some people doing 20 of those a week. And everyone here has the opportunity to grow into management.
9. Can they See themselves doing this?

Unlicensed- “Ok, there is obviously the licensing requirement, and that is more of our Preliminary process”

Licensed- “Ok, of course we do need to complete the paperwork to partner with the carriers”

To continue…

1. We just need to get a few pieces of information so our HR team can get the ball rolling and get a few emails over to you. Can you please grab something to take notes with? (send ica from equis website, and continue to weareafsg.com for onboarding.)