

ACCEPT

DECLINE

## RECRUIT INTERVIEW QUESTIONNAIRE

This document assists you as a BBB Manager to identify if the Recruit you are interviewing will be a quality Consultant you would want as part of your team.

First name

Surname

Cell Number

ID/Passport Number

Vetting Results

Passport won't have

Green

%

Amber

%

Red

%

Blue

%

By asking the following questions you will get to know the Recruit's circumstances better and decide if you want them to join your team or if they are a potential risk.

### PERSONAL DETAILS:

1	Where do you live?	Physical Address	
2	Where are you originally from/ birthplace?	You want to determine if the Recruit has another residential address	
3	Are you married and do you have dependents?		
4	Do you have somewhere to keep stock safe?	Yes – indicate where?	

### QUALITIES OF A BBB CONSULTANT:

5	What accounts do you currently have open?	Name of Accounts E.g. Foschini, Mr Price, Rage	
6	How are you currently paying these accounts and are they up to date?	What method of payment do you use?	

If the Recruit has not shared the same credit history as per the vetting results received from Support Office, end the interview politely and tell the Recruit that you will contact them in due course.

*(You are ending the interview, as they have not displayed trustworthiness).*

7	What are your current financial & career goals?	You want to determine if the Recruit is self-motivated, and what they want to achieve through joining BBB.	
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### TYPES OF CONSULTANTS:

8	Why do you want to join BBB? 1. Is it to make a career for yourself by selling BBB? 2. Do you want to supplement your income? 3. Do you have a current need you need to fulfil?	You want to determine the Recruit's reason to join BBB as per the "Types of Consultant" document.	
9	Do you have any sales experience? If so which Company did you work for, what products have you sold? How long were you there? Why did you leave/stop selling?	You want to determine if the Recruit: -Has sales experience. -Understands products.	
10	Please can you give me some references Name and cellphone/ contact number?		1. 2. 3.
11	Have a discussion with the Recruiter about the Recruit, to ensure that this recruit will be a good fit for your team		
12	If you feel the need after discussion with the Recruiter, call a relative or friend to validate if the recruit will be a good fit for your team.		

### CONCLUSION:

	Given the above does this Recruit:	Yes	No
1	Feel like they could be a part of your team?		
2	Allow you to serve them in your role as their Manager through the 5 pillars of the Manager Role.		