

PRELIMINARY INTERVIEW WITH SERVICE APPLICANT
 (THIS FORM TO BE COMPLETED BY THE INTERVIEWER: IT SHOULD NOT BE
 SHOWN TO THE APPLICANT)

NAME OF APPLICANT		BRANCH		DATE	
ADDRESS		TELEPHONE NO.		MARITAL STATUS	
SCHOOLS ATTENDED		GRADUATE? YES <input type="checkbox"/> NO <input type="checkbox"/>		AGE	
		GRADUATE? YES <input type="checkbox"/> NO <input type="checkbox"/>			
		GRADUATE? YES <input type="checkbox"/> NO <input type="checkbox"/>			
<i>Determine, through the APPLICANT'S CONVERSATION, etc., which of the following best fit the applicant and check (✓) or encircle the appropriate block.</i>					
	GOOD	AVERAGE	NOT QUALIFIED		
1. EDUCATION	H.S. OR SECONDARY SCHOOL GRADUATE (OR EQUIV.) CLAIMS VERY GOOD GRADES.	H.S. OR SECONDARY SCHOOL GRADUATE (OR EQUIV.) GRADES AVERAGE TO GOOD IN MOST SUBJECTS.	DID NOT GRADUATE FROM H.S. OR EQUIVALENT, OR HAD POOR GRADES IN SCHOOL.		
2. MATURITY AND AGE	THE RIGHT AGE TO BEGIN TRAINING. VERY MATURE AND BUSINESS-LIKE.	AVERAGE MATURITY.	TOO OLD TO BEGIN TRAINING OR TOO YOUNG AND LACKS SUFFICIENT MATURITY.		
3. TECHNICAL INTEREST	VERY INTERESTED IN THINGS TECHNICAL. EXPRESSES DESIRE TO LEARN THE TECHNICAL ASPECT OF OUR BUSINESS.	ORDINARY INTEREST IN TECHNICAL MATTERS.	LITTLE ACTUAL INTEREST IN TECHNICAL ASPECT OF OUR BUSINESS.		
4. SALES PERSONALITY AND INTEREST	DEFINITE SALES PERSONALITY EQUAL TO OUR BEST SERVICE "SALESMAN" EXPRESSES DESIRE TO SELL SELF, SUPPLIES AND SERVICES.	PLEASANT, ENTERPRISING, EXPRESSES WILLINGNESS TO SELL SUPPLIES AND SERVICES.	LACKS PLEASANT MANNER OR ENTERPRISE REQUIRED TO SELL SUPPLIES, IS INTERESTED ONLY IN TECHNICAL ASPECT OF JOB.		
5. HEALTH (CONSIDER HEIGHT, WEIGHT AND GENERAL APPEARANCE)	APPARENT EXCELLENT HEALTH, STRONG, ALERT,	NO APPARENT PHYSICAL HANDICAPS THAT WOULD AFFECT HIS PERFORMANCE. AVERAGE APPEARANCE AND BUILD.	PHYSICALLY HANDICAPPED. NOT STRONG ENOUGH FOR JOB. ADMITS A HISTORY OF ILLNESS THAT WOULD MAKE HIM A POOR RISK.		
6. TOTAL PRELIMINARY IMPRESSION OF APPLICANT'S GENERAL QUALIFICATIONS	HIGH CALIBER APPLICANT IN ALL RESPECTS.	COMPARES FAVORABLY WITH THE LARGE MAJORITY OF NEW SERVICE REPRESENTATIVES.	NOT SUFFICIENTLY QUALIFIED TO CONSIDER SERIOUSLY.		

* The type that we are seeking.

INTERVIEWER _____

JOB TITLE _____