

# Candidate Qualification



Name(s):\_\_\_\_\_

Email:\_\_\_\_\_

Phone:\_\_\_\_\_

Geographic location:\_\_\_\_\_

## STEPS IN THE PROCESS:

### QUALIFYING INTERVIEW QUESTIONS

- 1- What is your business background?
- 2- Have you ever owned your own business?
  - A. If so, was it a franchise business?
  - B. Was it successful?
  - C. Why did you stop or sell your business, or do you still operate it?
- 3- How long have you been considering owning your own business?
- 4- Are you considering any other types of businesses?
- 5- What do you consider your strengths?
- 6- What are the areas that you might need some assistance in operating a business?
- 7- How do you feel about following proven operating systems?
- 8- What will be the role of family members or others in your business?
- 9- From the online assessment or other ways you are thinking of, what range of capital are you looking to invest? From \_\_\_\_\_ to \_\_\_\_\_. Will anyone else be investing in your business?
- 10- Do you have hobbies or interests like working on cars, computers, art, selling stuff online, health or wellness, fitness?
- 11- Will you NEED to draw a salary from the business during the first year?
- 12- Are you planning on keeping your current job or business and adding the income from a future business to it?
- 13- Will you be the main manager of your business?

### Within a range of 1-10 how would you rate yourself on the following:

- 14- Marketing and advertising skills\_\_\_\_\_
- 15- Social media promotion skills\_\_\_\_\_
- 16- Sales skills\_\_\_\_\_
- 17- Time management skills\_\_\_\_\_
- 18- Ability to relate well with people skills\_\_\_\_\_
- 19- Ability to lead and supervise others including delegation\_\_\_\_\_
- 20- Ability to ask for help when you don't have the answers\_\_\_\_\_
- 21- Ability to manage finances\_\_\_\_\_

22- What are your personal goals for the next 2-5 years?

23- Are you comfortable with the investment spoken of in question 9?

24- Where would your investment funds come from?

25- If you find the right opportunity how soon are you looking to get started?

26- Are you more interested in a more global type business or are you more interested in developing a business locally around your home?

27- Do you like the idea of a small office or home office type business work from anywhere or a brick and mortar type business?

**Is there anything else you can think of that we should know that will help us in helping you to qualify for this franchise?**

Advisor:

Email:

Phone:

