



**Contract Interview**

Date: \_\_\_\_\_

Candidate Background	
Name:	Age:
Recruited by:	Preferred language:
Brief background:	

Kindly tick (✓) whichever appropriate:

- Financial based                       Non-Financial based  
 Bank Relationship Manager             Insurance Agent                       Unit Trust Consultant  
 Others \_\_\_\_\_

- Attended FIST?**                       Yes                       No (to be attended later)  
**Completed Project 100?**             Yes                       No (in the progress)  
**Completed Career Choice & Preference Test?**     Yes                       No (to be done later)

No	Questionnaires	Manager's Rating 123			
		A	C	T	M
1	Why are you joining this career?				
2	How do you feel about Great Vision & its services?				
3	Do you have any financial commitment? How does that burden you?				
4	What do you want to achieve in this career? How do you want to make a difference?				

5	What are the concerns, obstacles & challenges you foresee in pursuing this career? What kind of support do you require at this moment?				
6	Do you think there is a need for a person to plan for a proper financial planning? Why?				
7	What do you think are the public resistances towards Financial Planning particularly Life Insurance? How do you handle them?				
8	Why do you want to do Sales & Marketing?				
9	How is your Business Sales Planning? Tell me about your plan				
10	In conclusion, why should we consider you?				

Is the candidate qualified to be contracted? Would you recommend?  Yes  No

Interviewed by

\_\_\_\_\_  
**Manager's Name**