

# THE FOLLOW-UP INTERVIEW



Applicant's Name: \_\_\_\_\_

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

QUESTIONS & NEXT STEPS FOR THE RECRUIT	COMMENTS
1. What aspects of the opportunity intrigued you the most?	
2. Interviewer: Describe your initial feelings about WFG's Vision and Mission.	
3. Tell me about yourself, where are you from, tell me about your upbringing, school, business background, etc?	
4. How do you feel about your success in life up to now?	
5. What are your long-term goals and objectives?	
6. If you were to give this business a try, why would you do it?	
7. Do you have any questions about any particular aspect of the company or business?	
8. Can you think of any reasons for not giving this business a try?	
9. Do you want strong leadership from me? A strong leader is someone who will walk you through each step and leaves nothing to chance.	
10. Complete the Associate Membership Agreement and explain what it is.	
11. Commit the new associate to complete the Fast Start program within the next 10 days: <ul style="list-style-type: none"> <li>A. Compile the associate's prospect list to get his/her business started.</li> <li>B. Get the new associate into the field to begin building his/her team.</li> <li>C. Set a time to meet with the new associate and his/her spouse to complete the WFG Financial Needs Analysis.</li> <li>D. Qualify to attend the next Training School.</li> </ul>	
12. Review the WFG System's Six Steps with with the new associate with special emphasis on "The Invitation".	