

## CULTURE FIT AT KAISAMBA AGENCY

Name .....Date.....

On a Scale of 1 to 5 with 5 being the highest, how do you rate the following questions/statements?

|   | 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|---|
| How much do you love sales?   |   |   |   |   |   |
| How do you feel about earning unlimited income?   |   |   |   |   |   |
| I love to be compensated by commission as I am in control of my earnings  |   |   |   |   |   |
| Commission process in the Life and Health Business is very lucrative but it requires my greatest effort in building clients and relationships which in never ending.  |   |   |   |   |   |
| I may be paid advances on EFT (Electronic Funds Transfer) with some companies; This is an added perk in this career and must be carefully managed.  |   |   |   |   |   |
| I will now be a part of the financial industry and must refrain from unethical financial routines that may place my license(s) and reputation at risk with Agency and its affiliates.   |   |   |   |   |   |
| My background and financial credit report can and will be periodically evaluated by Kaisamba and associated carriers to ensure I remain a candid fit for business.  |   |   |   |   |   |
| I have an active bank account in good standing for more than 90 days. I also have deposit verification slips and a consistent legal address. I understand that this information will be verified and I will not be employed if discrepancies are found.   |   |   |   |   |   |
| A career in Life & Health takes time to build. Immediate gratification regarding income and revenue may not be possible. This may cause you to be disappointed and quit if you don't make a sale in 2 weeks. We want to reduce turnover and managing Agencies time/resources. Are you a good fit? |   |   |   |   |   |
| We strive to ensure efficient processes for you to start earning within 2 weeks of agency access, I am however flexibility and will aim on reviewing my goals/efforts weekly, monthly and major review every 90 days.   |   |   |   |   |   |
| I will be consistent with my Agency Fee to remain strong and have a portfolio of business within 90 days.   |   |   |   |   |   |
| Building wealth requires that I think outside of the box? I am aware that I may utilize additional resources necessary in ensuring my success in growing my business.   |   |   |   |   |   |
| I am motivated and take pride in my work including service to others. I am teachable, constantly learning and investing in my growth.   |   |   |   |   |   |
| I will support Kaisamba Agency as my resource for Life and Health and participate in adding value to the agency's success. This will ensure profitability for myself and agency.  |   |   |   |   |   |
| Candidate Score:  |   |   |   |   |   |
| Recruiters comments:  |   |   |   |   |   |