

**CAREER INTEREST SURVEY QUESTIONS**  
**INVESTMENT LEASING COMPANY**  
An Equal Opportunity Employer

\*\*Please print out the 2 pages and hand write your answers to the right of the questions.

1. Are You Honest?
2. Have you had or could you have a career based 100% on the phone rather than in person.
3. Do you return calls fast?
4. Do you multitask while on the cell phone?
5. Do you have a space or place you could make up for a quiet home office?
6. Do you have a PC?
7. Do you know MS Word? What version? Level of knowledge?
8. Do you know MS excel? What version? Level of knowledge?
9. Do you know MS Outlook or other email software? Level of knowledge?
10. Do you know contact management type software? What type? Level of knowledge?
11. Do you have a fax?
12. Do you have a scanner?
13. Do you have a phone headset?
14. Are you accurate in your speech and written words?
15. Has your career been at a desk?
16. Has your career involved numbers and precise concepts?
17. Have you had involvement in the finance business?
18. Would you like a career on the computer and phone?
19. Can you work in the isolation of your home?
20. Is gas expense for your commute a concern?
21. Are the expenses going to your job becoming a concern?
22. Have you been let go by an employer?
23. Have you wished you can have your own business or have a VERY independent career?
24. What is your ideal monthly income?
25. Do you have good credit? If not, a good reason?
26. Are you highly career motivated?
27. Are you looking for a long term career?
28. Do you set goals and strive to achieve them?
29. Have you suffered to achieve a goal?
30. Does everything come easy to you?
31. Are you good at basic math?
32. Are you good with words and a good talker?
33. Do people say you have the "gift of gab"?
34. Are you persuasive?
35. On the job, would you rather be more like an accountant being detailed in nature or be a retail clerk in the mall?
36. On the job, can you see yourself being a phone tax auditor more than a public relations professional going to conventions?
37. Are you a team player?
38. Can you copy and paste paragraphs on a word document? Can you save a document into a specific folder you created in "My Documents"? In excel, can you create a formula to multiply 2x2 to come up with 4? Have you ever converted a document into a PDF?
39. Are you a quick learner with computers?
40. Do you like to use checklists on the job to be sure you are 100% complete with the details or do you like "wing it"?
41. Are you very detailed with paperwork on the job?
42. Does the paperwork part of a job bore and aggravate you?

43. Are you a problem solver?
44. Are you a financial problem solver?
45. Can you think on the fly to solve financial challenges on the phone?
46. Would you like to give someone expert advice that you concluded was best for them or just relay what your boss told you to tell them?
47. Do you have a strong moral compass?
48. Are you the kind that wants to know everything at your job or just know enough to get by?
49. Are you very inquisitive?
50. Could you see yourself as a telephone investigator?
51. Have you ever been in phone sales?
52. Do you like to learn all about your competitor's product as it differs from your product?
53. Would you like your career on the phone to consist of: describing how you can serve someone's financial needs BETTER than your competitor?
54. Are you a fierce competitor on the job or if you lose a client or sale it's OK?
55. Is it realistic to have 100% satisfied customers?
56. Do you keep your customers satisfied with your expertise, your timely responses, your honesty, or other?
57. Is it important to return peoples calls back very fast?
58. Will your customer be fine with your return call within 1 day, 5 hours, 1 hour, 30 minutes, 5 minutes?
59. Would your customer be just as satisfied with a call back in 5 minutes as 45 minutes?
60. When you get advice or a quote that you know is wrong or incompetent, is it "cool" and you give them another chance?
61. Would you give out your home phone number to a client if they really needed to reach you?
62. Would you consider yourself to be quite smart and good with numbers?
63. Can you see yourself as a bank commercial loan officer if your work was all on the phone?
64. Can you see yourself being on call 8 hours a day to answer financial questions for business equipment sales people?
65. Do you enjoy the thought of flexible hours?
66. Would you look forward to a career which has an income that is subject to your talents and hard work not seniority or promotions?
67. Are you willing to "Bet" on your own talents and abilities in the expectation of soon making an unusually high income but not guaranteed income?
68. How would past managers describe you?
69. What contribution would you make to our company?
70. What are your strengths?
71. What are your weaknesses?

I understand and agree that the information provided in this application will be relied upon by Investment Leasing Company in considering me for employment. I certify that all information provided is true, complete and correct and that I have not knowingly omitted any requested information. I further understand that any false or misleading statements or omissions made by me on this application or any other Company records may subject me to immediate dismissal at any time during my employment. I give Investment Leasing Company the right to contact and obtain information from all references, employers, educational institutions and to otherwise verify the accuracy of the information contained in this application. I hereby release from liability Investment Leasing Company and its representatives for seeking, gathering and using such information and all persons, corporations or organizations furnishing such information.

If I am hired, I understand that I am free to resign at any time, with or without cause and without prior notice. Investment Leasing Company reserves the same right to terminate my employment at any time, with or without cause and without prior notice, except as may required by law. This application does not constitute an agreement or contract for employment for any specified period or duration. I understand that any offer of employment is contingent on successful passing of full background screening and drug testing.

I voluntarily submit this application and have read the above statements.

**Signature of Applicant** \_\_\_\_\_ **Date** \_\_\_\_\_

Please fax or email to: Bruce Forinash, Investment Leasing Co. [brucef@investmentleasing.com](mailto:brucef@investmentleasing.com), fax 858-451-0033, phone 800-400-5060 x 101.