HIRE THE WINNERS SALES CONSULTANT RISK ASSESSMENT

Candidate: _____ Manager Interviewing: _____

Circle the answer that most applies to the candidate from information gathered in the interview. Put a 1, 2 or 3 in the highlighted cell to the right. Numbers total at the bottom

**1. Demonstrates working the following hours: ►►►

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Candidate: 0 Manager Interviewing: 0

8. Job stability: ►►►►►►►►►►►►►►►►►►►►►►►►►►►►►►►►►►►►

1	Held the same job for over 5 years or in the last 10 years
2	Held the same job for 3-5 years or more in the past 10 years
3	Has not held a job for 3 years or has limited job history in the last 10 years

9. Has a plan in life that would be consistent with a long-time career in automotive retail: ►►►►►►►►►►►►►►►►►►►►►►►►►►►►►►►►►►►►

1	Very evident
2	Somewhat evident
3	Not very evident or has expressed interest in using this opportunity to get into another field

10. Proven ability to work with a commission based pay plan: ►►►►►►►►►►

1	Yes
2	Some
3	Never

11. Proven success(verified) in automotive retail sales: ►►►►►►►►►►►►

1	12+ unit sales average for 2 years or more
3	9 to 12 unit sales average for 2 years or more
5	Less than 9 unit sales average for 2 years or no auto retail sales experience

12. Hire the Winners *Car Sales Simulator* Recommendation ►►►►►►►►►►►►

0	**Recommended** - Low risk
2	**Recommended** with reservation - Medium risk
5	**Not recommended** - High risk

FINAL RATING ►►►►►►►►►►►►►►►►►►►►►►►►►►►►

1 Low Risk	11 to 19
2 Medium Risk	20 to 29
3 High Risk	30 to 40

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