



Name: _____ Position: _____

Date Applied: _____ Email: _____ Phone #: _____

- Review Resume. Does it have the following pre-requisites?
 - Real Estate Experience
 - Yes
 - No – if No, do they have years of experience in the position they have applied for?
 - Any gaps in employment of more than 3 months?
 - Yes – if yes, need explanation of why
 - No
 - Longevity at their previous jobs
 - Yes
 - No – if they worked anywhere less than 2 years, need explanation on why
- Send out application FULL application:
 - How much are they looking to make? _____
 - How much did they make in their last positions? _____
 - Any red flags to ask about? _____
- Send out DISC assessment Video: <https://canzell.com/disc> : Have them email back what they THINK they are after watching the video
 - D: _____
 - I: _____
 - S: _____
 - C: _____
- Send out actual DISC assessment after they respond with what they are:
 - D: _____
 - I: _____
 - S: _____
 - C: _____
- Did they watch the videos on the website before the 1st zoom interview? Send an email out with these videos to watch before the first interview.
 - Longer All-Access Video: <https://vimeo.com/625423432>
 - CanZell vs. Cloud Brokerages: <https://www.vimeo.com/649606803>
 - CanZell Leadership – Interview Video <https://www.vimeo.com/658746991>
 - Leadership Opportunities at CanZell: <https://www.vimeo.com/657573332>
 - Top 20 Reasons To Join CanZell: <https://vimeo.com/654257610>
<https://joincanzell.com/20reasons/>
 - Passive Income Shorter: <https://youtu.be/Je1TmzfOYF4>
 - Join CanZell – The Best of Both Worlds: https://youtu.be/0uGZfn_0yda

- Conduct zoom interview with 1st recruiter:
 - Are they energetic?
 - Yes
 - No
 - Do they have the experience in the job they are applying for?
 - Yes: _____
 - No: _____
 - What is their biggest strength? _____
 - What is their biggest weakness? _____
 - What was your first impression? _____
- Should they move forward to meet with President or COO?
 - Yes
 - No