



Sales Leader Interview Scorecard:

- **Current Work ethic/habits (Rank 1-5)**
 - **Demonstrates a strong disciplined work ethic that leads to productivity and takes initiative in life, work, and school learning and activities:** Consistently meets deadlines and fulfills commitments, demonstrating reliability and accountability. Can look at their every day schedule, personal habits, GPA, study habits etc.
 - Notes:
- **Past Success track (Rank 1-5)**
 - **Achievement and Results Oriented, Focused on Continued Improvement, and has succeeded in past activities and extracurriculars:** Has worked to set goals and achieves challenging goals, demonstrating a track record of success and accomplishments.
 - Notes:
- **People skill/confidence (Rank 1-5)**
 - **Communication and Interpersonal Skills, Demonstrates Confidence:** Communicates effectively and articulately, conveying ideas clearly and persuasively. Can look you in the eye with confidence and has self-assurance.
 - Notes:
- **Drive/ambition (Rank 1-5)**
 - **Motivation and Ambition to do Hard Things, to make Short Term Sacrifices for Long Term Gain, Seeks Challenges to Grow and Improve:** Demonstrates a strong internal drive and enthusiasm for achieving goals and advancing professionally. Displays a desire and determination to succeed. Maybe has great stories of resiliency used as motivation today.
 - Notes: