



APPLICANT QUESTIONNAIRE

Please complete this quick questionnaire. Your answers will assist us in assessing your level of experience and your aptitudes in moving forward. This questionnaire will allow us to get an idea about whether you're likely to find happiness and success in a franchise environment such as Mexicali Rosa's.

PLEASE INDICATE YOUR ANSWER BY CHECKING ONE BOX UNLESS OTHERWISE INDICATED

1. You have a choice between three new sales-related jobs with varying salary structures. The higher the risk, the higher the compensation. Choose one:
 - Straight salary
 - Base salary plus commission
 - Entirely commission
2. You have three job offers, all with comparable salary, benefits and other factors. Choose one:
 - Small company, but high management responsibility and exposure.
 - Mid-sized company with less personal exposure, but more prestigious company name.
 - Large firm offering the least personal exposure but the most well-known name.
3. You're working on a project and you've reached a major stumbling block. Do you:
 - Seek help from others immediately.
 - Think it through and then present possible solutions to your superior.
 - Keep working at it until you resolve it on your own.
4. You are competing for a major potential customer contract that presents itself right before your vacation. It will require immediate attention, which will directly conflict with your vacation plans. Do you:
 - Cancel or postpone the vacation.
 - Request an extension on the deadline from the customer.
5. Which investment sounds more appealing to you?
 - A five percent fixed return on your money over a period of time.
 - From less than 20 percent to more than 50 percent return on your money over a period of time, depending on economic conditions, such as interest rates or the stock market.
6. Which job is more appealing?
 - You work 40-hour weeks and get a five percent salary each week.
 - You work 60-hour weeks and increase your salary by 10 to 15 percent by the end of the first year.
7. Which business arrangement is most appealing?
 - You're the sole owner (your name on the door).
 - You're in a partnership, but you own the majority of the stock.
 - You're in an equal partnership.
8. Your company has used a successful sales technique for 10 years. Sales have steadily increased by about 10 percent per year. You used a sales technique elsewhere you feel will result in a 15 to 20 percent annual sales increase, benefiting both you and your company. However, your method will require some investment of time and capital up front. Do you:
 - Avoid the risk and stay with your company's current system.
 - Suggest your new method, backing it up with the previous results.
 - Privately use your different sales technique, then show management the results later.



9. Which of these achievements would mean the most to you?
- Becoming president of a company.
 - Becoming the highest paid employee of a company.
 - Winning the highest award for achievement in you profession.
10. What is your typical work week?
- 35 hours
 - 40 hours
 - 50 hours
 - 60 hours
 - 60+ hours
11. What would you like your work week to be?
- 35 hours
 - 40 hours
 - 50 hours
 - 60 hours
 - 60+ hours
12. Which **three (3)** of the following activities do you find most appealing?
- Sales and marketing
 - Administrative duties
 - Payroll
 - Training
 - Customer service
 - Credit and collection
 - Management
13. You are in the middle of a crisis situation. How are your co-workers likely to describe your mental state?
- Composed and in control.
 - Handling the situation, but anxious.
 - Agitated.
14. What work pace do you generally prefer?
- Work on one project until it is completed.
 - Work on several projects at one time.
15. Choose two (2) options that your friends, family and co-workers would generally use to describe you?
- Leader
 - Determined
 - Follower
 - Intellectual
 - Creative
 - Decisive
 - Loner