

“TOP 10”

QUESTIONS TO ASK AN EMPLOYER

1. What are the top 3 priorities for the position in the first 6 months?
2. What would success look like in the first year?
3. What is the current budget that accompanies this position?
4. How many direct reports will this position have?
5. What is the career path for the position?
6. What members of the management team have direct sales field experience?
7. Does the company executive team participate in any type of team building exercises?
8. What would be the top 3 reasons the last person failed in the position?
9. What is the culture at the company?
10. Based on my background how do I match up to what you are looking for?

For additional questions go to: www.DirectSalesExperts.com



CRAIG A. FLEMING
FOUNDER AND CEO

ABOUT DIRECT SALES EXPERTS INC.

Direct Sales Experts is a global Executive Search Firm that specializes in “Leadership Identification”. Their focus is the Direct Sales, Network Marketing, MLM, Party Plan and Social Selling channels. At Direct Sales Experts they have spent a lifetime building relationships with the channel's strongest leaders. By utilizing a network of 50,000 executives, their focus when working for you is to identify, interview, qualify and deliver quickly high performing proven leaders to help grow your business. Many of the world's leading Direct Sales Organizations seek advice and council on Executive Recruiting, leadership development and succession planning.



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