



# “TOP 10”

## INTERVIEW GUIDELINES

1. Start and end with “Thank You”
2. Conduct extensive research on the company and its management team.
3. Completely internalize the job description.
4. Bring a positive attitude, smile and energy to every interview.
5. Look up the Top 50 Interview questions by discipline at [www.DirectSalesExperts.com](http://www.DirectSalesExperts.com)
6. Always be on time and log in 3-5 minutes before the call starts.
7. Listen intently to each question and answer succinctly.
8. Always send a “Thank You” note.
9. Dress appropriately for the position and have a professional background behind you.
10. Always have 3 questions to ask the company.

*For additional questions go to:* [www.DirectSalesExperts.com](http://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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