

**PLEASE NOTE YOU MAY FAX BOTH SIDES OF THIS WITH YOUR RESUME TO (619) 425-4400OR
BRING THIS TO THE CORPORATE LOCATION AT 310 3rd Ave. Suite AA Chula Vista, CA 91910**

APPLICATION FOR EMPLOYMENT: Membership Sales and Sales/Club Management

for office use only

Phone Interview? _____
Date of First Interview _____
1st Interview _____
Date of 2nd interview _____
2nd Interview _____

Comments:

___ Exp ___ Pers ___ Sit ___ X-fac

Applicants are considered for all positions without regard to race, color, religion, sex, national origin, marital or veteran status or the presence of a non job related medical condition or disability.

Name _____ Presently Employed? _____
Address _____ Source - how did you hear of job? . . . _____
Phone Numbers _____ Have you applied with us before? . . . _____
Are you looking for full time work? . . . _____
Can you work evenings or weekends? _____
Do you have your own reliable car? . . . _____
Ever been convicted of a Felony? . . . _____
Are you a US Citizen? _____

Education, Training and References

Education Did you graduate High School? _____ Where? _____	Did you attend college? _____ Where? College Degree(s) earned (if any):
Sales or fitness/health related training or courses, seminars, etc.	
Personal references with phone numbers	

List your 3 PAST JOBS that most relate to fitness sales or management

THIS SECTION OPTIONAL IF YOU SEND A RESUME THAT LISTS YOUR PAST APPROPRIATE POSITIONS

	Name & city of Business	Job Description	Rate of Pay & type: Commission, hourly or Salary	Worked from what date to what date?
1				
2				
3				

Written Interview Questions

- 1) There are no specials or ads and guest traffic is slow. What can YOU do personally to prospect for more business?

- 2) What is more important, someone who can close, or one who can produce their own leads?

- 3) You are halfway through your sales presentation and they don't seem to be that interested in the club. What would you do?

- 4) Most people have little control over their career achievements - so much is up to the situation. - Do you strongly agree, agree, are neutral, disagree or strongly disagree with this statement? (circle one)

- 5) My co-workers would describe me as a very outgoing person.- Do you strongly agree, agree, are neutral, disagree or strongly disagree with this statement?(circle one)

- 6) Sometimes I resist change because I find that it is usually counterproductive - Do you strongly agree, agree, are neutral, disagree or strongly disagree with this statement? (circle one)

- 7) The importance of having a positive attitude is overemphasized; competence is the most important factor in determining success - Do you strongly agree, agree, are neutral, disagree or strongly disagree with this statement? (circle one)

- 8) When things aren't going my way I a) focus on my positives, or b) fix the negative problems first.

- 9) Is success relatively easy to obtain? Why or why not?

- 10) When I am in a selling situation with someone I a) try to base my moves on what the last person did to me, or b) treat this new person as an isolated, unique individual.

- 11) When I ask the person about why they want to exercise, do I a) let them be their own conscience, or b) help them to increase the amount they respect themselves and their goals.

- 12) When it's Monday I look at it as a new opportunity for having fun at work making new successes. - Do you strongly agree, agree, are neutral, disagree or strongly disagree with this statement? (circle one)

Applicants Statement

I certify that all answers herein are true and complete to the best of my knowledge. I authorize investigation of all statements contained in this application for employment as may be necessary, including a credit report or police record search. I understand that this application is not and is not intended to be a contract of employment. In the event of employment, I understand that false or misleading information given in my application or interviews may result in my discharge. I also understand that I am required to abide by all rules and regulations of the company, and that the rules and regulations may be revised from time to time without prior notice.

Signature _____ Date _____ Social Security # _____