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**Pre-interview Questionnaire**

*We’re excited that you are interested in joining the Rainstar Family! Help us get to know you by carefully and thoughtfully reading and answering the following questions. When complete, email it to Kurt Nederveld (**Kurt@rainstarcapitalgroup.com**) and the RCG Team Leader you are interviewing with.*

1. How did you hear about Rainstar Capital Group, or what was your previous relationship before you applied to the role of Director?
2. What is the reason you have an interest in working for Rainstar Capital Group?
3. Why do you feel Rainstar Capital Group would be a good fit for you?
4. Tell us about your background, career-wise?
5. If you currently run your own show providing debt capital, what other services do you provide?
6. Of your other services, how much time each week (In terms of hours) do you spend?
7. Are you currently employed, unemployed, or running your own company? Who are you with or what is the name of your company?
8. What of the capital markets is your focus: Commercial Real Estate, Fix/Flip/Rental Properties, Equipment, or Small Business financing?
9. What percent of your business is each area of lending?
10. How do you feel your background will assist you your role as a Director at Rainstar Capital Group?
11. What are you hoping that Rainstar Capital Group will do for your career?
12. What impresses you the most about Rainstar Capital Group?

***Lead Generation is foundational in any business, and is important in your potential role at Rainstar Capital Group. Please answer the questions below with only the first name and number of referral partners in this niche. If none, please write none.***

1. Name the number and only first name of Commercial Bankers you work with that could refer deals.

1. Name the number and names of Commercial Real Estate agents you work with that could refer deals:
2. Name the number and names of Tax Consultants/CPAs you work with that could refer deals:

1. Name the number and names of Merger/acquisition/business brokers you work with that could refer deals:
2. Name the number and names of Equipment dealerships you work with that could refer deals:
3. Name the number and names of Management Consultants you work with that could refer deals:
4. Name the number and names of Attorneys you work with that could refer deals:

1. Name the number and names of Finance Brokers you work with that could refer deals:
2. Where do you feel you will source the majority of your business from?
3. How long have your referral partners been referring you business?

11. If you were to pinpoint any area that your referral network which needs improvement, what would it be?

***Deal Activity:***

1. Over the past few months on average how many calls do you make/have a day with potential clients/referral partners?
2. On average, how many deals come in daily?

1. On average, how many deals get presented to lenders daily?

1. How many transactions come in for you to work on a monthly basis?
2. What networking events have you gone to lately or are you scheduled to go to?
3. How many daily cold calls do you make on average to local target market looking to book appointments?

1. What niche of financing would you want to go after in regard to Commercial Real Estate, Corporate Finance, Small Business and Equipment Financing?
2. Do you currently use/have a CRM system that you manage your database with?
3. Do you currently have a niche client list of clients that come to you for financing? If so, what niche?
4. How many deals do you close on a monthly basis?
5. Tell us about the last 3 deals that closed? Loan amounts, type of deal and solution you provided?
6. How many deals would you like to close ideally on a monthly basis?

12. What do you feel has held you back from closing your target in the past?

13. What do you feel will change closing wise on a monthly basis by joining Rainstar and why?

***Residual business:***

1. Who are your top 10 sources of residual deals (consistent deal flow)? Please name first names and descriptions of what they do:

1. What niche do you want residual deal flow from?

1. What is your target monthly closed deal goals from this niche?

***Your Personal Skillsets:***

1. What is your greatest weakness when it comes to this business?
2. What do you feel is holding you back from closing the amount of deals you want to close?

1. What is not going well in your current business?

1. What is causing you the most headaches?
2. What do you feel you need to work on the most going forward to be successful?

1. What lending niche are you the weakest on from a product knowledge perspective?

1. Which lenders/or product line do you have the most success with?

1. What is your greatest strength when it comes to this business?