

## Recruiter Questionnaire

Name: \_\_\_\_\_ Date: \_\_\_\_\_  
City/State: \_\_\_\_\_ Phone: \_\_\_\_\_  
Email Address: \_\_\_\_\_

1. What type of freight have you recruited for before (Van, Refer, Flat, Step, Car Haul, oversized, etc)?

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2. Have you primarily focused on OTR or Dedicated freight?

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3. What parts of the country do you focus on for recruiting (regions)?

\*\* \_\_\_\_\_

4. What's your average recruits per week on-boarded?

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5. What's your average recruits per week you send applications to?

\*\* \_\_\_\_\_

6. How would you go about recruiting (sources.. EX: Back page, craigslist, truck stops, etc)

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7. How do you attract drivers?

\*\* \_\_\_\_\_

8. Have you been in sales before?

\*\* \_\_\_\_\_

9. How many years of recruiting experience do you have?

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10. Do you have any trucks that will follow you and work under your dispatch?

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11. Have you ever been a driver?

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12. Do you have good follow up skills?

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13. Do you have a home office with a phone, fax, scanner, computer, etc?

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14. Are you self motivated and a problem solver?

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15. Are you very organized with paperwork?

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16. Do you plan to just be a 1 person operation or eventually grow to have your own staff?

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17. Are you willing to come to Michigan to our office for 1-2 weeks for training and orientation to meet us and understand how our process works?

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18. What kind of weekly income do you need for the first 90 days while we start up?

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19. When are you available to start if we decide to move forward with each other?

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20. Any additional notes not listed above?

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