

Please answer each question with a paragraph.

1) Why would you like to manage a Student Works territory this summer?

2) What skills or traits do you possess that would make you successful in managing a painting business?

3) What do you expect to earn over the summer running your own SWP business and how much time will you invest in the pre-season? In the summer months?

4) How do you earn this money and when do you expect to see profit?

5) What are your expectations from Student Works?

6) What would your expectations be from a District Manager?

7) Why it is essential, from a StudentWorks stand point, that you do not give up or leave your business.

8) Why is it essential, from a personal standpoint, that you do not give up or leave your business?

9) The information you were given explains that the average person (\$78,000 in sales, \$20,250 in net profit) puts 15-20 hours per week into his or her business from late January/early February through to the end of school. This does not include any reading break you may have, the three day January training, or travel to territory time.

If you were to imprint that kind of time into your current schedule, would it work?

168 hours per week

Class time	_____
Study time	_____
Travel time	_____
Meals and Personal Hygiene time	_____
Social time	_____
TV time	_____
All non-school related online time	_____
Exercise/Sport time	_____
Part time job	_____
Sleep time	_____
Misc.	_____

Total _____

We recognize that everyone uses 168 hours in a week. This program has been designed for university/college students and been operating for 29 years. We specialize in designing student's schedules to accommodate their commitments while hitting their SWP goals. It is important to realize that time must be diverted from somewhere in order to succeed at this. If someone seeks to be above average, that person will, more often than not, spend more time on his or her business.

Are you motivated enough by this opportunity to make the time? Y/N

10) The average person running a Student Works business sees their expenses (related to business) go up by \$1000 to \$1500, as per the recruiting materials. This amount is goal dependent and goes to things like gas, cell phone and marketing expenses (assuming you already have a vehicle or full time use of one). Running a business that involves travel from where you go to school will be more expensive depending on the individual situation. None of this money goes to Student Works. We front all of the material, home show, training, and support costs. Where would the money you need come from (savings/part time job/parents/line of credit/student loan/etc.)?

If something unforeseen happened like your car breaking down or some other unanticipated expenses came up, where or whom would you be able to turn to?

Thank-you & good luck.