

NEW ENGLAND MUTUAL LIFE INSURANCE COMPANY
BOSTON, MASSACHUSETTS
PERSONAL APPRAISAL QUESTIONNAIRE

Please answer the following questions quickly and spontaneously. There are no right or wrong answers.

1. PERSONAL INFORMATION

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Age: _____ Present Occupation: _____

Education: High School Some College College Degree Other _____

2. YOUR PRESENT POSITION

Are you satisfied with your present job?

Yes No Not Sure

Do your opportunities for advancement appear:

Excellent Fair Limited

Do you believe your income will increase substantially?

Yes No Doubtful

Would you consider changing careers?

Yes No

3. PERSONAL QUALITIES

Do you consider yourself ambitious?

Yes No

Do you enjoy meeting and talking with people?

Very Much Somewhat Not
Particularly

When faced with a setback, you usually:

Try Again Change
Approach Lose Interest

Do you prefer work where you plan your own schedule?

Yes No

Are you comfortable making decisions on your own?

Yes No

4. WORK HABITS

How would you describe your work habits?

Well-organize
d Average Need
Improvement

Are you willing to devote extra time to increase earnings?

Yes No

Do you follow through on commitments?

Always Usually Seldom

5. SELLING POTENTIAL

Does income based on personal effort appeal to you?

Very Much Somewhat Not At All

Are you comfortable discussing financial matters?

Yes No

Do you have a wide circle of acquaintances?

Yes No

6. FUTURE PLANS

Desired income within the next 3–5 years:

\$10–15,000 \$15–20,000 Over \$20,000

Are your abilities fully used in your present work?

Yes No

Are you interested in learning whether you have the qualifications for a career in life insurance sales?

Yes No Possibly

Please review your answers briefly, then place the completed questionnaire in the enclosed envelope and seal it immediately.