

Agent Interview Questions

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| 1. What are your techniques when scheduling promotional or performance engagements for clients. |
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| 2. Have you found it difficult to arrange meetings concerning issues involving their clients? How were the issues resolved? |
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| 3. Share an experience in which you effectively conducted auditions/interviews to evaluate potential clients. What methods made you effective in your evaluations? |
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| 4. Tell me about what methods you use to send samples of clients' work and other promotional material to potential employers to obtain auditions, sponsorships and endorsement deals. |
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| 5. Talk me through how you hire trainers or coaches to advise clients on performance matters such as training techniques or performance presentations. |
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| 6. Describe how you keep informed of industry trends and deals. Share an experience in which this helped you in your work. |
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| 7. Share an experience in which you made an effective negotiation with someone regarding a client's contractual rights and/or obligations. What methods made you successful? |
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| 8. Provide an effective method you have used to develop contacts with individuals and/or organizations. What strategies and techniques have you found effective in ensuring their clients' success? Share an experience. |
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| 9. Share an experience in which you successfully conferred with a client to develop strategies for his/her career. |
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| 10. Provide an experience in which you effectively managed business and/or financial affairs for clients. What methods led to your success? |
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