**SMARTtools for Leaders™**

**Sell Checklist**

**Candidate:**

**Hiring Manager:**

**Date:**

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| **What are the candidate’s biggest needs/concerns/selling points, to accept a job offer?** |

1. **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
2. **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
3. **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

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| **How to sell the candidate by using “The 5 Fs of Selling?”** |
| **FIT** |  |
| **FAMILY** | *
 |
| **FREEDOM** |  |
| **FORTUNE** |  |
| **FUN** | *
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