

Interview Transcript

Frank Dagenhardt | Aug 5, 2026 at 11:56 AM | en-US

Recruit AI

0:00

Hi, I'm from Ultimate Longevity Center calling about your AI-powered interview. How are you doing?

Frank Dagenhardt

0:06

I'm doing good.

Recruit AI

0:08

Thanks for your interest in the Ultimate Longevity Center General Manager - Largo, FL position with us. I'm excited to connect to learn more about your experience and how this role could be a fit for you. As part of the first step in our screening process, I'd like to get to know you better and answer any questions you had about the role and company - it should take around 10 minutes. Do you have any questions about the interview format?

Frank Dagenhardt

0:30

No questions.

Recruit AI

0:34

Great, let's get started. Can you tell us about yourself and what attracted you to this opportunity?

Frank Dagenhardt

0:40

Yeah. I've always been in the health and wellness I played college football, so I've always been a high driven athlete after performance. Um, and it's something that just really excites me. I love being able help other people, and I really have a passion for it. Uh, and I've always done really well with it. So

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0:59

It's great to hear how passionate you are about health and wellness and helping others. That's definitely key for this role. Can you tell us about a time you influenced someone to make a decision or take action?

Frank Dagenhardt

1:12

Yeah. Absolutely. I mean, I I used to be a regional manager for Jim, so I've sold, you know, over a million dollars in personal training. Um, so I've always been, uh, someone to help influence people to make positive changes in their life. Um, so I'd say every day on a everyday basis, in medical sales and in um, you know, as a regional manager for gyms, just being able to influence my team to make a good impact on others while also doing that myself.

Recruit AI

1:39

Got it, thank you. Influencing both your team and customers shows a strong ability to lead and motivate. Let's move on. What experience do you have that makes you a strong fit for this position?

Frank Dagenhardt

1:51

I've been in the health and wellness atmosphere, uh, my whole entire life essentially, and I'm you know, a high driven person. So I'm just always ready and willing to work. So I think in that sense, you know, it'll translate very well as well as I have a lot of consultative selling experience. I have a lot of experience coaching others and helping them sell. So, you know, all around, I just think that, you know, I'm someone that can come a situation like this and just absolutely kill it.

Recruit AI

2:19

It sounds like your experience in consultative selling and coaching others would be a real asset here. What strategies have you used to generate referrals or business-to-business partnerships?

Frank Dagenhardt

2:29

Yeah. Absolutely. I mean, I've done it all. Uh, so I've gone around to, you know, say, apartment complexes, uh, and generated leads. For gyms. I've, uh, gone, you know, all around to different business and used referrals to to car dealerships. Um, you know, just to depending on where I'm trying to target because there's certain you know, targets to try out and kinda run the analytics and numbers and see what actually works and what doesn't and go based off of that. But other than that, getting you know, everybody that you help knows somebody that you could also help. So getting, you know, someone off of, you know, each person just so that, you know, we can help as many people as possible and keep growing business.

Recruit AI

3:12

It sounds like you've used a variety of creative strategies to generate leads and partnerships. Let's talk about KPIs. What KPIs would you monitor daily, weekly, and monthly if you were managing a sales team?

Frank Dagenhardt

3:26

Yeah. So I was I was in charge of the whole entire KPI and even creating them. So I would run different p and I's. For the whole business, um, as a regional manager, but I would also you know, see what worked and what then what was motivating the team and wasn't motivating the team. Um, so, essentially, you know, we'd go off of total revenue. We would go, uh, off of you know, dollars per sold per day, um, you know, different calls that they have to hit. You know, there was a whole bunch of different KPIs, um, different interactions that would essentially help influence the team to do well and breaking it down on, like, a day to day basis, week to week, and month to month. That way you can even reverse engineer your numbers to see where you need to be on a daily basis.

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4:13

It's clear that you have a lot of experience managing and adjusting KPIs to drive team performance. It was great speaking with you today. We'll be in touch regarding the next steps in the hiring process via email in the next few days if you're successfully chosen to move forward. Do you have any questions for me about the role or the company?

Frank Dagenhardt

4:31

That's it. Thank you.

Recruit AI

4:33

You're welcome! Feel free to reach out if you think of anything else. Have a great day!

Frank Dagenhardt

4:39

Thanks.

Recruit AI

4:41

Take care!