**Reference Script**

**(Trainer)**

Hello, is \_\_\_\_\_\_\_\_\_\_ there please? (WFA)

This is \_\_\_\_\_\_\_\_\_\_, I am with Primerica Financial Services and we are going through a hiring process with a friend of yours, \_\_\_\_\_\_\_\_\_\_. He/She listed you as a personal reference and I was wondering if you had a few minutes to answer a couple of questions?

How long have you known \_\_\_\_\_\_\_\_\_\_?

How do you know \_\_\_\_\_\_\_\_\_\_?

Do you consider \_\_\_\_\_\_\_\_\_\_ to be an honest & trustworthy person?

Is \_\_\_\_\_\_\_\_\_ someone you would trust with your money?

If you owned your own business would you hire \_\_\_\_\_\_\_\_\_\_?

On a scale of 1-10, 10 being highest, how would you rate \_\_\_\_\_\_\_\_\_’s people skills?

I’ll let \_\_\_\_\_\_\_\_\_\_ know you put in a good word for him/her. By the way, as part of his/her training process, I will be helping \_\_\_\_\_\_ get the word out on what he/she is doing. Does he/she have enough credibility with you that you [and your wife/husband] would be willing to help him/her out and meet on zoom for a half hour to show you what he/she is going to be doing for families?

Great. Would you have time to meet later today or would tomorrow be better? (WFA) What time is better, \_\_\_\_\_\_\_\_\_\_ or \_\_\_\_\_\_\_\_\_\_. (WFA)

If I send you a 20 minute video to give you a little background info before we meet, would you watch it?

Great – I’ll text you a link to the video – When will you have time to watch it and I’ll send it over?

Ok – I will send it a little before (*time*) . Thanks, I look forward to meeting you \_\_\_\_\_\_\_\_\_\_ at \_\_\_\_.

**Text:**

Here’s the video, like I said it’s just 20min, please watch it all the way to the end and at the end just click on Path 1, 2 or 3, thanks and look forward to meeting \_\_\_\_\_\_\_\_ at \_\_\_!

Meeting ID:

Password:

**What is it?**

We are Primerica Financial Services, the largest financial services marketing firm in North America. Basically what we do is work with families to provide financial education and help them put a plan together to become properly protected, debt free and financially independent. You may or may not have any interest in what we do, \_\_\_\_\_\_\_\_\_\_ just needs to get the word out on what he/she is doing. All we ask is that you help him/her out by listening and at the very least then you may be able to refer him/her to some people who could benefit from the services he’ll/she’ll be offering. You are willing to help \_\_\_\_\_\_\_\_\_ with his/her training, right?