

**After call, send confirmation text:**

NAME, here's the address and directions for the interview for the day/time. You will be meeting with the manager's name.

2212 Primrose Ave Ste. A, McAllen TX, 78504

Look for the "Nick Smith And Associates" sign

We are the white building behind the USPS Post office on 23rd Street. We are in Suite A. Make sure to dress professionally, bring pen/paper, and arrive 15 minutes early!

**LM/ ST (Left Message/ Sent Text)**

- **Messages:** Hey NAME, this is \_\_\_\_, I was reaching out because NAME recommended you for a position we are looking to fill in entry-level sales and customer service. Pay is \$\_\_ base/per appt., super flexible schedules. I would love to chat! Go ahead and LIKE my message for more info. Hope you're having a great day!
- **Follow-Up:** Hey NAME, I sent you a text about a position you were recommended for. I never heard back from you. I was just making sure you got my message . The position we are looking to fill has a starting pay of \$\_\_ per appointment and our schedules are flexible. Go ahead and LIKE my message for more info. Would love to chat!

**IF SETTING ON PAPER: (VECTOR LIVE IS UNAVAILABLE)**

- FIRST & LAST NAME
- PHONE #
- EMAIL
- INTERVIEW TIME

SCHEDULE THEM ONCE VECTOR LIVE IS BACK ON. ENSURE THEY GET YOUR FOLLOW UP TEXT!!

## Keys to Rock This Approach:

- |                                    |  |
|------------------------------------|--|
| - Always end in downward tonation  | - Very lowkey, high conviction         |
| - Treat this like a setting a demo | - Same day is the way!                 |
| - Be bullet-proof confident        | - Don't take it PERSONAL               |
| - Urgency NOT Desperation          | - NAME, PHONE #, EMAIL, SCHEDULED TIME |

## Common Objections

**I already have a job:** I understand that, we'd never ask anyone to quit their job, most people who work here have another job too. Besides, I'm not asking you if you want a job. I'm asking you if you would like an interview. This is a chance to get some questions answered.

**Another Job (again):** I totally understand. Where do you work it? How's that going? Well, honestly I'm looking for someone who is coachable, hardworking, and positive. Do you have those qualities? I bet you can do great then. (NAME) \_\_\_ thought of you as someone who would be a good fit. I feel this can REALLY benefit you. *[mention scholarships, EXTREME FLEXIBILITY, internships, base pay, etc.]*

**Is this the knife thing:** This is the knife thing, it sounds like you have heard about us before. Im not surprised we are one of the largest employers of high school and college students in the nation. So since you have heard of us do you know what we actually do here or not really?

**Let me ask my parents:** I understand, you probably want to ask their opinion on the opportunity, the thing is; they are going to ask questions that you won't know the answers to like: pay, hours, and how this actually benefits your future. So what id recommend is stopping by, getting questions answered and then go ask their opinion with answers to all their questions. So which time works best fo you to stop by?

**I'm not interested:** I understand that, if you were interested you would've called me. This is just a chance to get some information about what we do here, not a commitment to work. Just so i know what is it that makes you uninterested? *[flexibility or does not have enough info]*

**You already called and I said I'm not interested:** Yeah well then you must be VERY POPULAR because we hire through recommendations and your friends just thought you would be a great fit with us. Sorry for the second call (3rd, 4th, etc.) since you keep getting referred to us. I'm curious since we're just looking for hard-working, coachable, and positive people for our team, do you fit those qualities? And there's no experience required! I would love to set you up to at least hear the manager out to go over the details, it DOESN'T GUARANTEE a position, but at least you can check it out.

**Let me think about it:** I understand you wanting to think about it. The thing is, you don't know any actual information about what we do. Would hate for you to go empty-handed with no information about the job...So what I'd recommend is stopping by, getting your questions answered and if its for you and you are interested that's great, and if it's not for you, thats fine too. Does that sound fair? *[does not have enough info]*

**What exactly will I be doing?** That's a great question, our representatives meet with customers to explain a product, answer any questions they may have, and help them place orders, it's pretty straightforward. I can find a time for you meet with the manager so they can go over all the details with you sound good?

**What's the pay:** We have a \$\_\_ base rate of pay which is guaranteed. So there is no stress or pressure on our representatives. We also have a commission pay scale which has performance-based promotions.

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**Common Objections (continued)**

**Is this a pyramid scheme:** Do you know what a pyramid scheme is because they are actually illegal in America. Our company has been around since 1949 and it's one of the top employers of high school and college students. We wouldn't have that title if we were some sort of scheme.

**Are positions permanent:** We have both temporary and permanent positions available. What were you looking for this \_\_\_\_ (semester, summer, etc.)

**Can I call you back/ Get back to you:** Well, I can definitely schedule you for a call back IF we have to, however we are currently getting a ton of applications and are filling on a first come first serve basis. I would hate to be that bad guy who wouldn't be able to secure you later. *[pause]* I can find a time that works BEST with you so the manager can go over the details with you and atleast hear the manager out. Do you think \_\_\_\_ (DAY) at \_\_\_\_ (TIME) would work ok? Or would \_\_\_\_ (DAY) at \_\_\_\_ (TIME)?

**Where would I be working:** Our office is located in \_\_\_\_\_. If accepted you would be able to work from your home town. *(Is this an office job: And our RECRUITING office is mainly just used for interviews and training so all work could be done from the rep's area or remotely)*

**Is this door-to-door?** NO, There is no cold calling or canvassing. No one is randomly knocking on doors. We work with our customers through appointments, and they have agreed that they want to see the product, so it is a lot more relaxed. That is why we are looking for someone who likes to work with people. How do you feel about working with people? (Continue with approach or scheduling)

**What's the company:** Our company is Vector Marketing. We are one of the largest employers of high school and college students in America. We have flexible hours and also give 100 scholarships each year. Do you know someone who has worked here before?

**How long with the interview take:** It could be as brief as 5-10 minutes, but it could take as long a 40 minutes. I would allow 60-90 minutes just to be safe

**Is this a group interview:** It could be, but all final decisions on your application will be made one-on-one with the manager.

**Is this telemarketing:** Not at all. There's no cold-calling. We only contact people through their permission.

**What are the hours:** The schedules are flexible and they do have days, evenings, and weekends available. For exact schedules, you will have to talk to a manager. What kind of schedule were you looking for? I would tell them that when you come in.

**BUSY (AGAIN) -** I totally understand. Just to keep it short, is it just a bad day or a bad time? *[offer next time or day]*

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