

INDIRECT RECRUITING SCRIPT

CAN I SPEAK WITH _____? _____ THIS IS COLUMBUS POLLARD, A FRIEND OF YOURS (Referrer) PASSED YOUR NAME ALONG TO ME. YOU KNOW (Referrer) RIGHT?

(Referrer) FELT LIKE WE SHOULD MEET, I'M A **RECRUITER IN CHARGE OF EXPANSION** FOR MY COMPANY AND I'M LOOKING FOR A FEW PEOPLE TO MAKE AN **EXTRA \$25,000 P/T WITH SIX FIGURE POTENTIAL.**

(Referrer) TOLD ME YOU WERE KIND OF **AMBITIOUS** AND USUALLY **KEEP YOUR OPTIONS OPEN**, IS THAT TRUE?

OK, tell me a little about yourself...

- What do you do now? How long?
- What do you like best about what you do?
- What are a couple of things you would change?
- If you were going to make a major decision in your life, would there be anyone else involved in making that decision?

_____, YOU SOUND LIKE SOMEONE I'D LIKE TO MEET ...

Corporate Overview: Would you be available for a DAYTIME INTERVIEW or would TUESDAY EVENING be better?

You'll be attending a CORPORATE OVERVIEW initially and IF it peaks your interest at that point, we will schedule a more formal 1 on 1 interview.

Coffee Appt: I don't know if it's for you or not or even if you'd QUALIFY, but I'd like to sit down over a CUP of COFFEE and discuss whatever possibilities that may exist. Do you typically get a LUNCH BREAK or an OFF DAY? What does _____ look like for you?

WHAT COMPANY? PFS (PRIMERICA).

WHAT DO YOU DO? WE SHOW PEOPLE HOW BANKS, CREDIT UNIONS, SAVINGS & LOANS INSURANCE AND MORTGAGE COMPANIES HAVE BEEN TAKING ADVANTAGE OF MIDDLE INCOME AMERICANS. But what we're looking for is not so much experience in our field, but more or less the intangibles ... you know, people skills, management skills, leadership skills. Would you say that you are skilled in those areas?

BY THE WAY, I know sharp people usually know other sharp people and I'm working against a deadline. **I have to hire 5 people in the next 2 weeks ... Who do you know that is AMBITIOUS that may be interested in making an extra \$25,000 P/T with Six Figure Potential? What do they do for a living? May I use your name?**