

BUSINESS OVERVIEW SCRIPTS

THESE ARE THE 1, 2 OR 3 POINTERS ON A NEW RECRUITS PROSPECT LIST THAT YOU FEEL SHOULD BE INVITED TO A BUSINESS BRIEFING INSTEAD OF SPENDING TIME DOING A KT OR STEAMING.

- 1. YOU CAN HAVE THE NEW RECRUIT INTRODUCE YOU OVER THE PHONE BY SAYING:**

HELLO _____ THIS IS _____ I HAVE A FRIEND ON THE PHONE I'D LIKE YOU TO MEET, HIS NAME IS COLUMBUS.

- 2. OR YOU CAN JUST PICK UP THE PHONE AND INTRODUCE YOURSELF:**

THEN YOU SAY:

_____, MY NAME IS COLUMBUS POLLARD AND I AM A SELF EMPLOYED BUSINESS PERSON (OR I AM A BUSINESS OWNER) LOOKING FOR SOME SHARP PEOPLE. YOUR _____ (COWORKER, COUSIN, FRIEND, SISTER, ETC) TELLS ME YOU ARE THE TYPE OF PERSON THAT I AM LOOKING FOR. _____ SAYS THAT YOU ARE A VERY _____ (ENTHUSIASTIC, AMBITIOUS, MOTIVATED, OR WHATEVER QUALITY THEY HAVE) PERSON IS THAT RIGHT? WFA

THE PURPOSE OF THIS CALL IS TO SET A TIME WHEN YOU AND I CAN MEET. _____ CAN YOU USE SOME PART-TIME INCOME (AN EXTRA \$15 TO \$20K A YEAR)? WFA YOU CAN, FANTASTIC!!! CAN YOU FREE UP SOME TIME THURSDAY EVENING AROUND 7PM FOR US TO GET TOGETHER? (WFA) GREAT!!! WE CAN MEET AT MY OFFICE AT 7PM, I WILL BE DOING A BUSINESS BRIEFING THAT YOU CAN SIT IN ON AND AFTER THE BRIEFING YOU AND I CAN GET TOGETHER OVER A CUP OF COFFEE OR TEA AND I WILL ANSWER ANY QUESTIONS THAT YOU HAVE, OKAY.

WHAT IS IT?

I SHOW PEOPLE HOW TO SAVE MONEY AND GET OUT OF DEBT AND BASED ON WHAT _____ SAID ABOUT YOU, YOU WILL BE GREAT IN MY BUSINESS.

Text Messaging Scripts

Apple Users: Download Canned App to store these messages in your phone.
Android Users: Save directly in your "quick text" or "quick reply"

New Associate Text (*Fast Start Recruiting*)

I just got started working with a great company. They are expanding and looking for more sharp people and I thought you might qualify. I listed you as someone who may be interested, Lookout for a phone call from

_____ @ _____.

New Associate Text (*Fast Start Training*)

I just listed your name as a character reference for a financial firm I just started working with. Be on the lookout for a phone call from

_____ @ _____. Say nice things!

S.T.E.A.M. Text (*Interviews/Prospecting*)

Hey, I just met with someone who works with a financial firm. I was asked if I knew anyone that was hardworking and very ambitious and may be open to part-time or fulltime work and I thought of you. Be on the look out for a call from _____ @ _____.

Referral Text (*Sent from Client(s) to Referrals*)

I sat down with a financial coach who enhanced the way I view my finances. As a personal favor to me, please take a 5 minute phone call from

_____ @ _____.

Text Message for New Recruit Setting Up interview appointment (1 -3pointers)

Hey I just got a new position and they are looking for some highly motivated and hardworking people and I recommended you.

What is the company? What do they do? How much do they pay?

It's a nationwide financial services company that is expanding right now in our area ... All I know is they might be looking for some sharp people and I thought you might be a good candidate. Since _____ is the manager in charge of expansion, I'd rather have her/him explain the details ... You can also can them at _____. Talk to you later

Do you need any experience, degree, or a certain background?

The main thing they are looking for is good people with great work ethic, that's why I thought of you ... since _____ is the manager in charge of expansion I'd rather have her/him explain the details ... You can also call them at _____. Talk to you later

Did you quit your other job? Have you started yet? How is it going for you?

I am excited working with _____ ! Get some information for yourself and set up a time to meet with her/him if you can, but I have a feeling you will be just as impressed as I am! Talk to you later

I just set up an interview with your boss, now what?

GREAT! Thanks for letting me know. Let's touch base after you meet with _____, and make sure you keep your appointment or contact her/him if you have to change the time. Talk to you later

I just set up an interview with your boss, now what?

Awesome! I am planning to be there also, so I look forward to seeing you guys then! Since I am still early in my training if you have any questions just give _____ a call. Talk to you later.