

GOOD FRIEND/EQUAL TO EXAMPLE WORKSHEET

1. Act as if: Hey (name) its (your name) whats going on? Listen I don't have alot of time to talk right now, but it was really important that I reached you

2. Why you are calling: Someone just showed me something that really caught my attention and I have no idea if you would be interested in it or not but

3. Build up your Prospect: I truly value our friendship and you are one of the most important people in my life

4. Pique their Interest: I need a favor, I have teamed up with a company expanding in your area and you really need to see what it is all about soon!

5. Edify & Show the Presentation: - I have a 15-20 minute online presentation that the people that I have the opportunity to work with, who have been extremely successful in several different businesses and are very well respected, have put together explaining the business in full detail. The presentation will explain who we are what we do, and more importantly who we are looking for to possibly partner with us. And don't worry, It's not multi level, network marketing or some pyramid deal so I'm not going to ask you to buy any product or write me a check when you are done watching it. (chuckle a little bit) Not that those companies are bad, but this is a real concrete business! I really just want your honest feedback and opinion.

6. Get them to commit: So If I shoot you over a link to the online presentation, would you take 20 minutes out of your day to take a look at it and give me your honest opinion?

7. Lock down a time with them: Since this is pretty time sensitive for me, do you think you would have time to watch the presentation in the next 24- 48 Hrs or do you just want me to send it over in a week or so? Great, what email address is the best to shoot this link over to you?

8. Confirm the follow up time: Ok so today is _____ if I call you on _____ would that give you enough time to have watched it by then, or would _____ work better? Also _____ just keep in mind as you watch this, it was specifically designed for people looking for a job that are responding to job postings or sending us their resumes but we are just not finding the quality of people that we are looking for, so you don't have to respond back with the "3 reasons you feel that you'd be a good fit for our company." Also with that in mind, if within the first 5 minutes you realize you have no interest in the company whatsoever, do me a huge favor and just finish watching the whole thing while keeping in mind who you may know who might have an interest or could even be a good fit for us, ok?

Great I'll give you a call on _____ then, what time works best for you, I am available either (give them several options and make yourself available?)

(it is important that once you get the commitment and follow-up time to GET OFF THE PHONE! Remember you are busy!

SOMEONE THAT YOU LOOK UP TO/OPINION EXAMPLE WORKSHEET

1. Act as if: Hey (name) this is (your name) I know you are super busy, and I actually have a million things going on myself too, but I'm glad I reached you

2. Why you are calling: I don't want to waste any of your time, so I'll get straight to the point. I am working with a company that is expanding in your area and I really don't know if it will be something you would be interested in or not but

3. Build up your Prospect: I'm looking at getting started with this company and before I jump in with both feet, I could really use a second set of eyes on this thing to see if there is anything I am missing, and was wondering if you could look at for me?

4. Pique their Interest: I'm looking at getting started with them and before I jump in with both feet, I could really use a second set of eyes on this thing to see if there is anything I am missing, and was wondering if you could look at for me?

5. Edify & Show the Presentation: I have a 15-20 minute online presentation that the people that I have the opportunity to work with, who have been extremely successful in several different businesses and are very well respected, have put together explaining the business in full detail. The presentation will explain who we are what we do, and more importantly who we are looking for to possibly partner with us. And don't worry, It's not multi level, network marketing or some pyramid deal so I'm not going to ask you to buy any product or write me a check when you are done watching it. (chuckle a little bit) Not that those companies are bad, but this is a real concrete business! I really just want your honest feedback and opinion.

6. Get them to commit: If I made it simple, would you look at it for me so you can understand what the company is all about and the type of people we are looking for?

7. Lock down a time with them: Thanks, again I know how busy you are. This is a little time sensitive for me. If I send you the link to the online presentation I was talking about, Do you think you may be able to carve out 20 minutes of your day to view it in the next 24-48 or do I need to wait and just send it to you in the next week or two? Great, what is the best email address for me to send this link over to you?

8. Confirm the follow up time: Ok so today is _____ if I call you on _____ would that give you enough time to have watched it by then, or would _____ work better? _____ just keep in mind as you watch this, it was specifically designed for people looking for a job that are responding to job postings or sending us their resumes but we are just not finding the quality of people that we are looking for, so you don't have to respond back with the "3 reasons you feel that you'd be a good fit for our company." Also with that in mind, if within the first 5 minutes you realize you have no interest in the company whatsoever, do me a huge favor and just finish watching the whole thing while keeping in mind who you may know who might have an interest or could even be a good fit for us, I really appreciate it?

I'll give you a call on _____ then, what time works best for you, I am available either (give them several options and make yourself available?)

SOMEONE THAT LOOKS UP TO YOU EXAMPLE WORKSHEET

1. Act as if: Hello, _____ ? Hey _____ it's _____ I don't have a lot of time to talk right now, but it was really important I reach you. _____

2. Why you are calling: I found something that I think you may find as appealing as I did, you may or may not be interested. _____

3. Build up your Prospect: I know so many closed minded people, but I've always admired the fact that you are open to looking at new things _____

4. Pique their Interest: Listen, this is the call you have been waiting for your entire life, are you sitting down? I found something that you and I together are going to make a fortune on. I need about 20 minutes of your undivided attention to look at what I saw and see if you see the dollar signs like I did!

5. Edify & Show the Presentation: I have a 15-20 minute online presentation that the people that I have the opportunity to work with, who have been extremely successful in several different businesses and are very well respected, have put together explaining the business in full detail. The presentation will explain who we are what we do, and more importantly who we are looking for to possibly partner with us. And don't worry, It's not multi level, network marketing or some pyramid deal so I'm not going to ask you to buy any product or write me a check when you are done watching it. (chuckle a little bit) Not that those companies are bad, but this is a real concrete business!

6. Get them to commit: I'm going to send you over a link to an online presentation that is super important ok?

7. Lock down a time with them: Since this is pretty time sensitive for me, I'm going to need you to watch this in the next 24 Hrs so I can follow up with you by _____ ? got it? Great, what email address is the best to shoot this link over to you?

8. Confirm the follow up time: Hey _____ just keep in mind as you watch this, it was specifically designed for people looking for a job that are responding to job postings or sending us their resumes but we are just not finding the quality of people that we are looking for, so you don't have to respond back with the "3 reasons you feel that you'd be a good fit for our company." I just need you to watch the ENTIRE thing and text me as soon as you are done so I can set up a time to call you back before _____ (give 24 hours)

SOMEONE YOU KNOW LOOKING FOR EXTRA INCOME EXAMPLE WORKSHEET

1. Act as if: Hey (name) its (your name) I'm really glad I caught you, I'm headed into a meeting at the moment, but I wanted to see if you had 2 minutes for me

2. Why you are calling: Someone I really respect shared some information with me the other day that I wanted you to see, you may or may not be interested but

3. Build up your Prospect: The company I am working with only have a limited amount of availability in your area and since your one of the sharpest people I know, I thought I would reach out to you.

4. Pique their Interest: When you told me the other day that you really didn't like your job, were you serious or just kidding around? Great I think I found a way for you to create an exit strategy without jeopardizing your job or your family.

5. Edify & Show the Presentation: I have a 15-20 minute online presentation that the people that I have the opportunity to work with, who have been extremely successful in several different businesses and are very well respected, have put together explaining the business in full detail. The presentation will explain who we are what we do, and more importantly who we are looking for to possibly partner with us. And don't worry, It's not multi level, network marketing or some pyramid deal so I'm not going to ask you to buy any product or write me a check when you are done watching it. (chuckle a little bit) Not that those companies are bad, but this is a real concrete business! I really just want your honest feedback and opinion and to see if this may match up to your skill level.

6. Get them to commit: So If I send you the link to the online presentation that is set up to give you all the information in a professional way would you take the time to watch it?

7. Lock down a time with them: Since this is pretty time sensitive for me, do you think you would have time to watch the presentation in the next 24- 48 Hrs or do you just want me to send it over in a couple of weeks or so? It's about 20 minutes long. Great, what email address is the best to shoot this link over to you?

8. Confirm the follow up time: Ok so today is _____ if I call you on _____ would that give you enough time to have watched it by then, or would _____ work better? Alright _____ just keep in mind as you watch this, it was specifically designed for people looking for a job that are responding to job postings or sending us their resumes but we are just not finding the quality of people that we are looking for so at the end if you have an interest, please fill ou the Questionnaire and make sure to put my name in at the bottom where it will ask you how did you here about the company. this way it will get routed to my manager. Also with that in mind, if within the first 5 minutes you realize you have no interest in the company whatsoever, do me a huge favor and just finish watching the whole thing while keeping in mind who you may know who might have an interest or could even be a good fit for us, ok?

Great I'll give you a call on _____ then, what time works best for you, I am available either (give them several options and make yourself available)

SOMEONE YOU USED TO WORK WITH YEARS AGO EXAMPLE WORKSHEET

1. Act as if: Hello, _____ ? Hey _____ it's _____, I know, a blast from the past right? How are the heck you? It's so good to hear your voice, I really would love to catch up and see how you been doing, however, I'm just about to(pick up the kids, head into my son's school, head into a meeting, run out the door, head into the RST, etc etc etc, just be busy so they don't start chit chatting with you.) You but do you have 2 minutes real quick?

2. Why you are calling: Someone I really respect shared some information with me the other day, I know it may sound strange, but I immediately thought of you.

3. Build up your Prospect: I have no idea if you are going to even have an interest or not....who knows, knowing you and your skill set, you are probably running some multi-million dollar company and if not, I'm sure you probably love your job.

4. Pique their Interest: I guess my question to you would be, are you keeping your career options open at all, or happen to know someone one else who might be in your area, or do you feel like you will be doing what you're doing currently for the next 20 -30 years?

5. Edify & Show the Presentation: Ok, I have a 15-20 minute online presentation that the people that I have the opportunity to work with, who have been extremely successful in several different businesses and are very well respected, have put together explaining the business in full detail. The presentation will explain who we are what we do, and more importantly who we are looking for to possibly partner with us. And don't worry, It's not multi level, network marketing or some pyramid deal so I'm not going to ask you to buy any product or write me a check when you are done watching it. (chuckle a little bit) Not that those companies are bad, but this is a real concrete business! I really just want your honest feedback and opinion and to see if this may match up to your skill level or someone that you may know.

6. Get them to commit: So If I send you the link to the online presentation that is set up to give you all the information in a professional way would you take the time to watch it? _____

7. Lock down a time with them: Since this is pretty time sensitive for me, do you think you would have time to watch the presentation in the next 24- 48 Hrs or do you just want me to send it over in a couple of weeks or so? It's about 20 minutes long. Great, what email address is the best to shoot this link over to you?

8. Confirm the follow up time: Ok so today is _____ if I call you on _____ would that give you enough time to have watched it by then, or would _____ work better? Alright _____ just keep in mind as you watch this, it was specifically designed for people looking for a job that are responding to job postings or sending us their resumes but we are just not finding the quality of people that we are looking for so at the end if you have an interest, please fill out the Questionnaire and make sure to put my name in at the bottom where it will ask you how did you here about the company. this way it will get routed to my manager. Also with that in mind, if within the first 5 minutes you realize you have no interest in the company whatsoever, do me a huge favor and just finish watching the whole thing while keeping in mind who you may know who might have an interest or could even be a good fit for us, ok? Great I'll give you a call on _____ then, what time works best for you, I am available either (give them several options and make yourself available)

A SUPER SUCCESSFUL PERSON YOU KNOW WORKSHEET

- 1. Act as if:** Hello, _____ ? Hey _____ it's _____, I appreciate you taking my call knowing how busy you are. I'm just about to jump into a meeting myself so I will keep it super short.
- 2. Why you are calling:** I just got started in a new company and I could really use your help
- 3. Build up your Prospect:** You have such an amazing mind for business and can see things other people don't see and I have always looked up to you for that
- 4. Pique their Interest:** A friend of mine told me the best thing I could do when starting with this company is to have someone I respect, like yourself, to take a look at it and give me some guidance. Would you be willing to do that if I made it simple for you?
- 5. Edify & Show the Presentation:** I have a 15-20 minute online presentation that the people that I have the opportunity to work with, who have also been extremely successful in several different businesses themselves and are very well respected, have put together explaining the business in full detail. The presentation will explain they we are what they do in detail, giving you the chance to hear it from them as opposed to from me. It's not multi level, network marketing or some pyramid deal or anything like that, so I'm not going to try to sign you up for anything or ask you to buy any product or write me a check when you are done watching it. (chuckle a little bit) Not that those companies are bad, but this is a real concrete business that did over 55 Million in sales last year! I really just want your honest feedback and opinion, insight, and any guidance you could throw my way.
- 6. Get them to commit:** So If I send you the link to the online presentation would you be able to carve out 15-20 minutes out of your busy schedule to watch it for me do you think?
- 7. Lock down a time with them:** Thanks so much! Since this is pretty time sensitive for me, do you think you would have time to watch it in the next day or 2, or do you just want me to send it over in a couple of weeks or so? Great, what email address is the best to shoot this link over to you?
- 8. Confirm the follow up time:** _____ just keep in mind as you watch this, it was specifically designed for people looking for a job that are responding to job postings or sending the company their resumes, however they are just not finding the quality of people that they are looking for so just letting you know that so you don't think I am sending you an online presentation that is attempting to interview you, ok?. Alright _____ so today is _____ if I call you on _____ would that give you enough time to have watched it by then, or would _____ work better? Thanks again for taking the time to help me out, I really really appreciate it.

WORKSHEET

1. Act as if: _____

2. Why you are calling: _____

3. Build up your Prospect: _____

4. Pique their Interest: _____

5. Edify the Presentation: _____

6. Get them to commit: _____

7. Lock down a time with them: _____

8. Confirm the follow up time: _____

