

# Recruiting Conversation

Prospect – “You don’t know me but my name is \_\_\_\_\_

I’m a friend of a guy named “Jim” (referrer). Do you know Jim? (WFA) I spoke with Jim the other day, (he is a client of mine/ has worked with me on a Part Time basis). I said “Jim, who do you know that’s highly ambitious and a Go-Getter”, because I’m always looking to talk to people that are highly ambitious and are go-getters about our business and \_\_\_\_\_ (referrer) said to give you a call. \_\_\_\_\_ (referrer) said you were one of the most ambitious go-getter type people he’s ever met. And I just insisted that he give me your name and number so I could call you.

**What we do is this, two things, one is we try to work with the same dollars people are now spending and we show them how to reorganize it in financial services and I'm a broker in the financial services business. I'm looking for people like \_\_\_\_\_ (referrer) who are highly ambitious and people like you who are highly ambitious. And we have many people who in the 1<sup>st</sup> month, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> and 5<sup>th</sup> month in the business earn \$500 to \$1000 a month just learning the business on a part time basis like I did a few years ago. We have many people who like it so they go full-time and they double or triple their income sometime in the 1<sup>st</sup> year or two and many people in their 2<sup>nd</sup>, 3<sup>rd</sup>, or 4<sup>th</sup> year in this business are making well into 6 figures.**

**Now \_\_\_\_\_ (prospect), the reason I'm calling is I want to talk to you about our business, the kind of money to be made and about the money business. \_\_\_\_\_ (referrer) said you were the kind of guy that's ambitious enough and open enough to talk to me. So, I was wondering \_\_\_\_\_ (prospect), would your schedule look better tomorrow or Thursday for lunch/ coffee? We also have a corporate overview at our office this Tuesday at 7pm. We would like to reserve a seat for you if that would better fit your schedule.**