

Top 10 list Recruiting Scripts

Give your New Jr. Associate a copy of LegalShield's First Step Document (see www.teamplatinum.biz/launch) and write down the names and phone numbers of the 1st ten people they think may be keeping their income options open. Teach them that their only job in this recruiting process is to introduce you to them; they should not explain what we do, how it works, or anything else. A trainee is only required to introduce others to their trainer and make sure their referrals get the correct information from a trainer (not from themselves).

TRAINEE (Tim Trainee) say's something like this to his friend (Pam Prospect):

A. "Hey Pam! do you have a quick 2 minutes?"

B. "Could you use an extra few hundred to a few thousand per week part-time?"

C. "Great! I'm working with someone who's looking for good people, (his/her) name is _____, Hold on..."

[Warn your Trainee not to explain & not to wait for permission. Have them just pass the phone to you, or click over & 3-way you in, as the Expert/Trainer.] ...If there's a better qualifying question (B) they should ask based on their relationship with the person, have them use that one.

TRAINER (Ed Expert) say's something like this:

A. "Hi, Pam. This is Ed Expert, it's a pleasure to meet you by phone!"

B. "Tim just started working with us part-time and we asked him who else he knew who is sharp and keeping their income options open and he thought of you! Congratulations on being highly recommended! Tell me a little more about yourself... what kind of work do you do now?" (listen). "Are you looking for something part-time or something more significant than that?" (listen).

C. "Ok, what i'd like to do is get some information in front of you so you understand what we do, how we help people, and if you or someone you know may be a good fit for what we have available. Do you have a quick 5 minutes now? Great! I'm going to have Tim connect you into a short overview by phone so you can jot down what you like best and any questions you have, and Tim will reconnect us in 5 minutes as soon as you're done so I can get your feedback. Based on your interest level we'll see where to go from there. Sounds good? Great! Talk to you shortly."

[Experts: Remember to keep it brief. If the referral wants to know what we do, let them know **"We help people with legal empowerment and financial independence. We have several positions available, but all the information will be covered during the overview and from there we'll be able to see if there's a good fit for you or someone you may know."** When you reconnect you'll ask 3 questions:

1. "What did you like best?" (let them answer, then say) "I can relate..." (share what you liked best also).

2. "What questions can I answer for you, or was everything pretty straight forward?"

3. "Great! On a 1-10 scale, 1 being not interested at all and 10 being ready to get started, where would you say your interest level is on a scale of 1-10?"

8-10 usually means they're ready and just need some direction on getting started properly. Ask what else they need to know before they get started, give them reassurance, sign them up, and repeat this whole process. If 7 or below, ask what it would take for them to be a 9 or 10, invite them to the next event and/or schedule the next exposure and follow up in your calendar. If uninterested, get them info about our services and ask for referrals.