

Lead Notes

Initial Contact, Cold Lead

NAME:

PHONE #:

Hi _____, how's it goin'? This is _____, I'm calling you back. You requested more information about working from home? What can I do for you? (PAUSE!)

Do you have a pen and paper handy? To save us both time, I need to ask you a few questions to figure out what info to direct you to:

Currently working from home? Doing What? How Long?

What do you do for a living?

How Long?

What do you like about it?

What do you dislike?

Are you thinking about replacing or supplementing your current income?

Married?

Kids? Boys/Girls? Ages?

Have you ever been self-employed or owned a home business?

What level of income are you accustomed to?

What Kind of income are you looking to generate in the next 12 months?

Do you have some capital set aside to start your business?

You Know; _____, we have quite a standard for the people we're looking for. There's a lot of work on our part in setting someone up in a home business successfully. So we're looking for people who are absolutely serious about building a business and making money from home. So _____, how serious are you about starting a home business?

Tell me why?

Great, let me tell you a little about the company I work with. Our company is _____ and **our product is _____**. **(you do not want to go into depth about this, the main thing is to get them to the website or a webinar or both and then it's up to them to check out the information.)**

We use both online and offline methods of finding customers and other distributors.

Would this be something you would like to know more about?

Now _____ the person we're looking for has 3 main qualities: They are a team player, self-motivated, and dependable. Do you feel you have these qualities? Great!

Verify their contact information.

My website again is www.YOURWEBSITEHERE.com Would you like to read that back to me?

Let me also give you my phone number: It's _____. We're interviewing a lot of people right now so the sooner you can go check out that website, the better. Depending on what your response is to the info will determine whether or not we can work together and where you fit in on our team. If you're available on _____ I will call you back to answer any questions you may have.

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