

Recruiting System 1-2-3 duplicate

Greeting:

“Hi _____, it’s _____ here, do you have a minute to talk?”

If yes, Great. I only have a minute myself.

If NOW is Not a good time to talkwhen is a good time to call back?

Step one: Qualifying Questions

People you know or know of (choose one)

Option 1:

“Mary, as you know, in this economy everyone seems to be looking for ways to secure their financial future. I have been looking for something to do on the side, to make more money... and I found it!”

“I have just discovered a new business project that I believe is going to be financially rewarding ... And I am really excited about it!”

“If I can show you a way to diversify your income without side stepping your current job, would I have your attention and interest?”

Option 2:

Ed, if I could show you a way to generate a secondary income stream, and it wouldn’t involved a lot of your time or money and would not interfere with you current job, would you at least take a look at it?

Option 3:

“Jada, I decide I need to diversify my income, I have been looking for something that has flexible hours, that would not interfere with my current work, but would provide me with a strong income potential, and I have found it!”

Now I need some help, if I could show you a way to make extra money too, would you be willing to learn more?"

Option 4:

I don't know about you, but I decided I needed to look at new ways to make create additional income... So I began a search for ways to work from home, use the power of the internet, keep my own hours, and make a lot of money... I am calling because I have found it...

Can I ask you a question?

(You do not need to answer me out loud...)

Paul, can you think of a good reason for you to make more money right now?

...I bet the answer was YES!

I know you would be open to learning more, right? Let's take the next step then....

Option 5:

"Marie, is the timing right for you to learn about an expanding business that you can capitalize on?"

"I have decided to leverage my time with an innovative young company that is positioned to take full advantage of the shift in the economy. _____, if you could make some serious additional income from home a few hours a week without jeopardizing your current job would you be willing to learn more?"

Option 6:

"John, I have decided to make some changes in the way I earn income, I have started to work with an innovative young company that is positioned to take full advantage of the growing internet and wellness market. _____, if

you could make some serious additional income working from home setting your own hours, would you be at least willing to learn more?"

Option 7 - Third Party Referral Approach

"Jose, I need a favor, I have a rapidly expanding lucrative business and I need a few entrepreneurial people who are interested in making a lot of extra money with the potential to create a recurring income stream ... Who do you know that is looking? I would really appreciate a referral"

Option 8 – Power lines

1. As we age your metabolism slows down; because of that the aging process begins with your hair, skin & body function including unstable sugar levels high cholesterol, high blood pressure, and most importantly unhealthy and dangerous weight gain.

Dr. Donald Layman, the father of metabolism with over 90 peer review papers and studies helped develop a patented system that really works and is exclusive to Qivana. Do you think you could make money with a product system that will reset and stabilize your metabolism to when you were in your early 20's and then maintain it for the rest of your life? There is nothing like it and it is called Metaboliq.

I can show you without spending a lot of your time or money or jeopardizing what you are currently doing how to immediately capitalize and start earning tremendous residual income right away. Would you like to learn more?

2. As we age your metabolism slows down and the aging process begins. You gain unhealthy dangerous weight, your cholesterol and blood pressure go up and your blood sugar becomes unstable. What if there was one product system that could reset your metabolism to your early 20's and maintain it for the rest of your life. It is patented and now available and you could make a lot of money with it. Would you like to learn more?

3. Are you looking to make more money and develop better financial security?

4. We have an organization of seasoned entrepreneurs who know how to build successful businesses. We are looking for individuals who can take a company national and then international. Would you be interested in a key leadership position?

5. Every 5 to 7 years a new company brings the right success formula to the market place and breaks all previous records in their industry. Our company is doing that right now because of the convergence of so many unique trends that you can capitalize on. Would you be interested to hear more?

6. I am a national trainer for a very lucrative and expanding company that is just coming into the area. I am looking for open minded entrepreneurs who are looking to make a lot of money. Who do you know that's looking?

Yes to any of the above – Jump to step 2.

(In any one of the approaches if they ask you for more information, say “Yes I am about to link you to more information.” and then jump to step 2. Remember curiosity satisfied is interest lost. Until you know what to say and how to say it, let the tools do the marketing. The purpose of step 1 is to get them to step 2 and the purpose of step 2 is to get them to step 3.)

Step two: Use the On Demand Call 801-610-4700 press 1
for the 5-minute overview

“We have an automated information system which one of my successful partners created. I will conference you in to listen to this concise overview, it is only a few minutes. It will explain our business concept in greater detail then we can discuss this further after the message”

“Hold the line and I will conference you in...”

After listening to the call ask: *“What interested you the most?”*

Let them answer and tell you what interested them most... Listen for what interests them ...

“That is Great, you do understand the potential of what we are doing...”

Next ask: *“Does it make sense to get more of the information?”*

The next step is to 3-way conference your guest to your upline...

“I would like for you to meet one of my partners and have him/her answer your questions and also have them share their insights and experiences... hold the line let me see if I can reach _____.”

Step three: 3-Way guest to your sponsor or any of your upline leaders – Share Experience, Answer questions and invite them to enroll as an IBO – aprox. 15 minute call

Closing Questions:

“Mike it is clear to me that you understand the importance of our timing in the market, Getting involved in the beginning is one of the keys of success.

“Do you have any other questions?”

If the answer is no *“Great lets get you started?”*

Enroll new IBO - through your website

If they are not ready to enroll right now and are interested in learning more:

1. Use options 2 product and 3 compensation on the hotline (801-610-4700)

2. Qivana 24/7 webinar overview on the qteamuniversity.com website under getting started.

3. Send to your IBO Web Site _____[.myqivana.com](http://myqivana.com)

4. Visit the www.qteamuniversity.com website

5. Live Tele-Conferencing

Follow through – set a date and time

Winning Statistics - Did you know?

48% of Sales People Never Follow Up with a Prospect

25% of Sales People Make a Second Contact and Stop

12% of Sales People Only Make Three Contacts and Stop

Only 10% of Sales People Make More Than Three Contacts

2% of Sales Are Made On The First Contact

3% of Sales Are Made On The Second Contact

5% of Sales Are Made On The Third Contact

10% of Sales Are Made On The Forth Contact

80% of Sales Are Made On The Fifth to Twelfth Contact

