

First Put Yourself in the right Mindset!

Take a moment out before you make the call and “get clear” as to why you are calling, i.e., “Set Your Intention.” Your intention is to GET AN EXPOSURE/A 2ND PHONE APPOINTMENT/ A LIVE APPOINTMENT/ Etc... **NOT** to give a presentation over the phone, and **NOT** to engage in “small talk.”

If you spend 10-15 min on the phone with them, you’re sending the message “you don’t have anything better to do”.

People are more attracted to those who are busy, have things happening, & on the move.

Say Less to More People. Move things to the next step and get off the phone!

Remember - Using a script is always meant to be a good guideline and most definitely have key elements that are proven to work! One of the best things to do is to write it out in your own hand writing. This not only helps you follow it and memorize it better but also helps to Make it your own so you don’t sound like you’re using a script... Always Remember to Have fun!

Some Additional Philosophy in Phone calling...

- **BE UPBEAT/EXCITING**, not just excited! Don’t be so over the top that it’s weird, but people will be more curious in at least looking if they feel it has had an impact on you.
- **Whatever this is... Is IMPORTANT**, Have a **SENSE OF URGENCY!!!** Your company is expanding & Growing!!!
- **You’re Not Selling, You’re taking them through the process!**
- **The goal is to expand our network** so more know about and understand our membership & opportunity is all about. We’re looking for those who “GET IT”!!!.
- **Professional Sort, Amateurs Convince!**
- **The Less you Talk the better off you are!!!**
- We are in the **SHOW** business, not TELL. They need to **SEE** the presentation.
- Following a **SYSTEM** always **S**ave **Y**ourself **S**ome **T**ime **E**nergy & **M**oney
- **SW⁴** – **S**ome **W**ill, **S**ome **W**on’t, **S**o **W**hat, **S**omebody else is **W**aiting :-)
 - **KISS** - Keep It Super Simple

RESUME RECRUITING SCRIPT

(revised 11/26/12)

This is (**your name**), and I'm an executive recruiter with Legal Shield.
I am working directly with one of (**Oregon's Top Executives/ RVP/RM/etc.**)

Your resume recently showed up in a professional search that our brokerage ran and I am checking to see if you are still looking for a career move?

Before I take you into our company and discuss the opportunities we have available, **I'd like to first ask you a few questions.**

***Is This a Good Time? Do you have a few minutes?**

(... if NOT – Schedule a time that you both put in your calendar)

- Is this the best # to reach you?
- Can you verify the best email address we can send confidential info to?
- Are you currently employed at...? (last location listed on resume?)
- (If not, ask why)
- Quickly take me thru your background tell me what you've done and what you're looking for?
 - **(you could ask a specific question by looking at the resume)**

****If they're NOT currently working ask them if they are enjoying the resume game****
In the same breath as that question, say something to the effect of a compliment to their skills but eluding to the challenged corporate times with no job security and that uncertainly...

- Are you or did you earn the type of income you're worth?
- Did you have balance in your life?
- Do/did you earn a residual income from your sales/previous position?
- What do/did you like most about what you do?
- What do/did you like least about what you do/did?
 - **(more possible questions to use below)**

Now to share with you about a career with Legal Shield: You may/may not have began seen our commercials on TV? (or coming soon)

OR....

Now to share with you about (**xxx our agency here**): After extensive research we have partnered with two companies that together offer the only products that provide a solution to every phase of IDT- before, during, and after the crime occurs.

We recruit top performers and business professionals – people who are not only good, but great, as we are just about to launch a national media campaign.

We provide solutions & benefits to the consumer, small business, and the corporate markets and our products are very easy to learn and our training is first class.

You are a quick learner right? ☺

We are aggressively expanding across the country as we speak.

Your background looked interesting to us, but to make sure we have a fit that is a win-win for each of us, we have a 3 step selection process before you qualify to interview with one of our Executives...

***The first step** in our interviewing process requires you to view our website (or webinar), which will give you a snapshot of who we are and a more in-depth understanding of our company, products, and the explosive income opportunity of pursuing a career with our team/office.

***The 2nd step** is to take you through a few simple questions... after the webinar to help determine **Ours + Your** level of interest and which division would fit you best.

***The 3rd step** is to speak with my _____
(*RVP, Executive Director, National Sales Director*).

At Legal Shield, we understand the interview process is exhausting, (on both sides), so we have developed an interviewing process that starts off virtual...

So, without leaving your home/office, you can begin the process of exploring a lucrative career in an emerging market.

GAP = Grab A Pen – Direct them to (current exposure site)

Direct them to watch the membership overview & career video.

Let them know they will also/may already be receiving email from you/or your ED as follow-up with all the details.

(you should already have them in the Marketing & Retention Autoresponder)

Would (**say times**) work for you?

Of course they can view anytime, but this helps you stay in control of the flow and posture of the “interview”.

Great. After viewing the video/webinar, I would like to be on the line with you to review a few simple questions... to help determine **Ours + Your** level of interest and which division would fit you best & if you can see yourself succeeding with our products and industry.

If your profile meets our expectations, then we will contact you within 24 hours to schedule (STEP #3) a time to speak to _____

(*RVP, Executive Director, National Sales Director*).

If you need to reach me prior, my number is at the bottom of the email.

More Great Interview Questions

Some of these may also be appropriate to use in step 2. Recommend using about 3-5 additional questions to work into your conversation. Again, this not only helps you learn more about them, but also keeps control of the conversation & posture throughout.

- What circumstances brings you here today?
 - What are your short and long term goals?
 - What would you say is your greatest asset? greatest weakness?
 - What kinds of people do you like working with?
 - Are you a self-starter? Give me examples to demonstrate this.
 - What is your typical way of dealing with conflict?
 - What tools or habits do you use to keep organized?
 - Give an example of a time you had to learn a new way of doing things; how did you feel?
 - What does the term "flexible" mean to you?
 - Tell me of any circumstances where you had to meet a deadline on a consistent basis.
 - How do you measure your own performance?
 - Give me an example of when you had to help someone else reach their goal.
 - Tell me about two memorable projects, one success and one failure.
- To what do you attribute the success and failure?
- Where do you see yourself in five years?