

PROSPECTING SCRIPTS

So how long have you been working here?

What do you like best about working here?

Do you plan on working here for the next 30 to 40 years?

Do you keep your options open when it comes to making more money?

Well, (I help run a business / I have a friend who owns a business) that is opening up more offices in the area and looking to hire people both part-time and full-time. Give me your name and number and I'll have him call you with more information.

OR

THEY WILL SAY WHAT IS IT?

We are a financial advising business. Have you ever worked in financial services? WFA
That's okay, we train people from the ground up. What we do is teach people about money and how it works, would you say there is a need for that? WFA. This really isn't the right time with you at work but I will have someone call you and they can answer your questions, what is your number? WFA

Do you keep your options open when it comes to making more money because you would be great in my business? WFA

What is your business?

I teach people about money and how it works. Would you say there is a need for that?
WFA

Great! Let's exchange numbers and when I get back to the office I will call you and give you more information. What's your number?

Are you open to new opportunities at this point if the business was a good fit? WFA

Great, well given your background in _____ you'd be perfect for our business.

I'd like to schedule a time for a short zoom call with our hiring manager and I to share more information with you and see if you would be a good fit. We have (date/time) or (date/time) available, what works best for you? WFA

Great, what is the best email for you to send the zoom information?