

Scripts for Recruiting Business Partners

Warm Market Close Friend Business Project Script



OPTION #1: Hey *(Name of friend)*, what's up? *(Pause. Wait For A Response)*. So as you probably already know, I'm always looking to elevate my game in the entrepreneurial world. Well, I've just added an additional stream of residual income to my portfolio and I would love to help as many people as possible win big with me in the final few months of this year and definitely in 2021!! If I sent you a quick 6 minute video to show you what I'm doing, would you at least check it out and give me your honest feedback? Even if it's not something you are into, you may know of someone that is. *(Pause and Wait For A Response)*

OPTION #2: Hi *(name)*. How's it going? Great! Listen, I have been investigating a lot of different business ventures recently and I just found something that I am really excited about. I have no idea whether you are even looking to potentially make money or not, but I thought about you immediately when I looked at this. If there was a way where you and I could work together in our own business and make some money, would you want to know more about it?

Warm Market Script For Successful People You Look Up To



SCRIPT #1: Hi *(name)*. How are you doing? Cool! Listen... I know your time is extremely valuable, so I am going to be brief. *(Name)*, I have a tremendous amount of respect for you as a business professional, and truly value your opinion. You have been extremely successful in your life and I AM SEEKING THE SAME. So... I have a simple question for you. I am involved in a new business venture, a company that is exploding *(project)* that I am incredibly excited about... and I wanted to ask you if you would give me your honest opinion and feedback on what I am doing. If you could just take a look at this briefly and let me know what you think **OR** who you know that may be looking to diversify their income and may be able to benefit from what we are doing, I would really appreciate it. *(Set up a time to do a one-on-one presentation to show the plan or send to video presentation www.BuildEpicWealth.com)*



SCRIPT #2: Hi *(name)*, do you have a minute? I really need your help with something. A good friend has recently shared a business project with me and quite frankly it sounds very impressive and it seems as if the company is exploding. I have always admired your business sense. Would you be willing to take a look at it and give me your honest feedback?



SCRIPT #3: Hi *(name)*, I've always respected you and your ability to financially succeed and I know it's never as easy as it appears. Knowing you have a keen eye for business, would you help me in identifying what I believe might be potentially a strong endeavor that I am considering putting some energy into? It would mean the world to me to get your thoughts and opinion.

NOTE:

YOUR INTENTION HERE IS TO SIMPLY GET SOMEONE WHO YOU FEEL IS SUCCESSFUL, WHO YOU MAY NORMALLY FEEL INTIMIDATED BY, TO JUST TAKE A LOOK AT THE PRESENTATION. THIS WORKS VERY WELL. YOU COMPLIMENT THEM, LET THEM KNOW HOW MUCH YOU RESPECT THEM, AND THEIR OPINION, AND ASK THEM A SIMPLE FAVOR. OBVIOUSLY, YOUR ULTIMATE OBJECTIVE IS TO EITHER GET THEIR INTEREST OR HAVE THEM GIVE YOU A FEW REFERRALS.

People You Have Not Talked To In Years



OPTION #1: Hey *(Name of your friend/family member)*! How are you? *(Pause)* I hope all is well with you and the family. I know we have not spoken in a while and I am working on getting better at staying connected to my friends and family. I am updating contact information in my address book *(contact manager)*. What is the best phone number and email for you? Perfect! Thanks so much! So what's been going on in your world these days *(what are you focused on these days)? (Listen to them talk for no more than 10 - 15 minutes)* That is incredible! I am so glad to hear things are going well for you. *(If they don't ask what is up with YOU)* Well, just a quick update on what's going on with me *(share update on family, job etc. first)*. Also, I know this is kind of random *(out of left field)*, but in a few days I'm going to be sharing some information about a business project I'm working on with a few super successful friends. I don't have all the details right now but when I do I would be more than happy to share more info. about it with you if you would like. *(Pause. Wait For A Response)*

OPTION #2: Hi *(name)*, how's it going? This is *(your name)*. You know, I was thinking about you the other day and I know it's been a while since we have spoken and I wrote your name down to give you a call. How are you? What have you been up to? **(F.O.R.M)**. Hey *(name)*, you know you mentioned that you are *(repeat what their want, need or desire is... working long hours, want to see your kids more, frustrated with your pay)*. I am working with a company that is expanding all over the country right now. I'm sure you are totally satisfied with your current job, but let's connect on Facebook. I'd love to get your thoughts on what we are doing. You never know you may know of someone that we can help. If I get you the information of what our company does and who we are looking for, would you be willing to check it out and let me know if anyone comes to mind that you think may have an interest? Would you be willing to do that for me? Awesome! I really appreciate it.

People You Have Done Previous Business With & It Did NOT Work Out



Hey *(Name of friend)*, how are you? *(Pause)* That's great! So I wanted to connect with you about something really important. I know in the past things happened with a few of the previous business ventures that we did together and they did not work out. Obviously it was out of my control and yours but hey it's a part of life right? *(laugh)* But we learned a lot and I'm sure you would agree we still have the same goals or even NEW goals. *(Pause)* A mentor of mine shared with me that sometimes the vehicle must change but the destination NEVER changes. If the vehicle is broken down you just get a new form of transportation, a NEW vehicle and that made a lot of sense to me.

Well *(Name of prospect)*, I must tell you....We found THE vehicle. *(Pause)* Honestly, I thought about if I should even call you or not about this but I decided that I would rather you be upset with me for bringing you something again instead of me not saying anything to you at all. This will be THE biggest thing our team *(my wife/my husband and I)* has EVER done in business and we are SERIOUS. Before we go ALL IN and tell the world, I wanted to give you the respect of sharing with you what we found FIRST. All I ask of you, as a friend and someone I highly respect, is that you just take a quick look. If it's NOT for you, that's totally fine, maybe it's for someone that you know. Either way no big deal. If you don't mind, the video is only 6 minutes long and I would also like to INVITE you to a FB Group showing these CRAZY testimonials. Once you seriously look at it, if you will, please shoot me a text and let me know your thoughts. If you are **NOT** interested, again that's totally fine, just text the words **NOT INTERESTED** to me so that I will have it on record. The last thing I want to have happen is for you to come back upset with me asking me why I did not MAKE you see this thing! *(laugh)*, so will you do that for me?

Warm Market Script For Successful People You Look Up To



SCRIPT #1: Hi (name), this is (your name). **(F.O.R.M)**. I have a quick question for you. Are you by chance looking to diversify or supplement your income? *(Pause. Wait for an answer.)* Listen, I believe I have found a way for us to make a lot of money with very little risk. I have partnered with a group of successful business people to help launch a global company that is marketing a product that's never been sold in this type of distribution channel before *(Rejuven8/Allevi8)*. It's a young growth company here in the U.S. that's exploding. I've got two partner spots to fill and I am looking for someone I can personally work with along with one of my success coaches to help them make an extra \$1,000 this month *(six figures within the next 18 months or less)*! I don't have a lot of time right now but if I sent you a link to a short video, would you take 6 minutes to watch?



SCRIPT #2: Hey, (name), do you have a minute? I had to call you. I have run across something I am so excited about and the income potential looks quite promising. The company is experiencing explosive growth. I am putting together a team of people and I thought about you because we are friends and **(Pick one: You are one of the sharpest people I know, you are so much fun to be around, etc.)**. I don't know if this would be for you or not but if it is (name) we could have a lot of fun, help a lot of people and make a bunch of money. I would like you to at least let me run this past you and see if you see what I see?



SCRIPT #3: Hey (name), how are you? Listen, I don't know about you but I'm sick and tired of being overworked and broke. I don't see things getting better anytime soon and actually another recession is looming. I made a serious decision to change some things in my life and I've partnered with several successful entrepreneurs that by design, identified what I believe is a perfectly timed opportunity that we can participate in with a very part-time commitment. I just wanted you to be one of the first people to know what I am working on, and I thought I would reach out to you to see if you may also be open to other ways of making money. Are you? *(Pause. Wait for a response.)*

Cold Market Invitation To A Hotel Event



Hi (name), how is it going? Awesome!! My name is (your name) and I ran across your information here online as someone that may be interested in making additional income working from home, is that accurate? Great!! I was just wondering, are you by chance close to *(name the location)*? Wow, have you heard about what is taking place there on *(state the date)*? My company B-Epic is hosting a Business Showcase with other business professionals, and our special guest speaker *(speaker name)* will be discussing the importance of creating multiple streams of income, how to capitalize on this economy while it's down, how to increase your business profits, and how to create an amazing lifestyle based on residual income. We really did not know whether or not we were going to even have an opportunity to get him/her out to *(city)*, so I apologize, we probably could have done a better job promoting it, but the good news is that the event is absolutely FREE. It will only take about 45-60 minutes of your time. All that I need is a name and email address, and I will put you on the preferred VIP guest list. Listen, if you decide to attend *(name of lead)*, worst case scenario you WILL walk away motivated and inspired about some part of your life. There is absolutely no commitment on your end to buy anything. As a matter of fact leave your wallet at home. *(Laugh)* If you choose not to attend, you will never know what you missed out on, and all you did was put your name on a list.

Warm Market Script For Successful People You Look Up To



EXAMPLE #1: *(Make eye contact and smile.)* Excuse me. Hi, my name is (name) and I am working with a brand-new online retail brand called B-Epic. We are expanding a global company here in the (city) area. I just have one simple question for you if you don't mind. You look really sharp *(you look like someone that loves people, you seem pretty health conscious)*. Are you at all keeping your career options open *(or do you look for ways to make additional income outside of what you are currently doing)*? Great!! If I send you a link that will show you more information on how you can make a few thousand dollars or more working on your laptop or cell phone, would you take 6 minutes to watch it within the next 24 hours? *(Text the number while they are in front of you.)*



EXAMPLE #2: Hi (name)! My name is (your name) and I am working with an international company that is expanding right here in (city) and we are looking for a couple of key people to work with. You look like a sharp, business-minded individual and I just have a very simple question for you. Are you at all open to other ways of earning income outside of what you are currently doing? Great! If I send you a link that will show you more information on how you can make a few thousand dollars or more working on your laptop or cell phone, would you take 6 minutes to watch it within the next 24 hours? *(Text them the link while they are in front of you)*. (Name), the information you are going to see is changing thousands of people's lives and we are very selective as to who we invite to view this, okay? Do you have a business card? *(If NO)* Ok, well, write your number on this card if you don't mind and I will call you tomorrow at 2pm. Does that work? *(Give them a blank business card to fill out.)*



RECRUITING SALES PEOPLE IN THE COLD MARKET: Hi *(name of employee – read it off their name badge)* How are you? I'm wondering if you could help me out. If you don't mind me asking, how long have you been working here? That's awesome! Let me ask you a question. Who would you say is the sharpest, friendliest, hardest working person that demonstrates the most leadership qualities out of all the people you work with here at (name of store)? Cool! Are they working today or when do they work next? *(Approach the person they referred you too)*

Hi (referred persons name)! My name is (your name) and I was just speaking to (referrer's name) over there and I asked him/her who was the sharpest and friendliest person that works here and she said that would be you. I must say that's pretty impressive that out of all the people that work here you were the #1 pick!! Well, I am working with an international company and we are looking for sharp people like you that want more out of life and to get paid what they're worth, so I have a very simple question for you (name). Are you at all keeping your options open when it comes to making additional income outside of working here at (name of store)? Great! Well this is not really the time or place to talk and I am in a rush, but we can definitely set up a time to speak tonight. Do you have a business card? *(If no, give them a blank card to fill out.)* Ok, I will call you at 9:00 p.m. and we'll discuss the details. It was really nice meeting you. *(Make sure you go back to the person that referred them to you and thank them and ask if they are keeping their options open and get their contact info.)*

Local Business Owner (Non-MLM) Approach



Hey (name), how's it going? **(F.O.R.M)** Listen, I am putting a list of approved vendors together. I am looking for a mutually beneficial relationship with a few key local business owners, people that I feel really good about referring business to. Through my company, I am in contact with quite a number of people every day that could benefit from your services and with my recommendation may choose to use YOU instead of your competitor. The way I am going about choosing my approved list of vendors is

like this. I'll be meeting with a group of entrepreneurs on (date & time). What I'd like you to do is come down, bring some business cards and make some contacts with these entrepreneurs. There is going to be an orientation and you'll learn a little bit about what my company does. After the orientation, let's sit down and talk and see how we might mutually benefit each other. And who knows, once you see what my company does, you may see it as something that might be a perfect fit with your (*Insurance, real-estate, Mary Kay etc.*) business or at least you may know some people that could benefit. And if not, that's fine too, at least you'll be able to make some new contacts and pass out some business cards. So are you available on (date & time)?

Tax Benefits Script



I have a question for you. If I could show you a way to put a few hundred dollars back into your paycheck as soon as next week, without having to work more hours at your job or having to ask your boss for a raise, would you give me 6 minutes to show you how? (*After they watch the overview, you can email them the Home Business Tax Savings Document or send them to the video presentation at www.homebizsavings.info.*)

Short Business Opportunity Approaches



- I've got something I really want you to see. Can you pop over this afternoon? It's important.
- I've run across something that I am very excited about and the income potential is huge. I am putting together a team and I thought about you because you (*compliment*). It may not be for you, but if it is, we could have a lot of fun, help a lot of people and make a lot of money. Would you be willing to at least take a look?
- Are you at a time and place in your life where you keep your options open to bring more income home to your family?
- I wonder if you could help me out. I have run across something pretty unique and I am looking to connect with some people who wouldn't mind bringing in an extra \$2,500 or more per month part-time. Know anyone like that?
- I am working with some very successful people and I am calling to find out if you are open right now to taking a look at a new way to make money from home (*set up a second stream of income*) working part time.
- If there was a way for you to earn an extra \$2,500 or more a month, and not have it interfere with what you are currently doing, would that be something you'd like to take a look at?
- What would it mean to you and your family if you could earn an extra \$10,000, \$20,000 or \$30,000 per year?
- Who do you know that needs to make a car payment or house payment working just 10 to 15 hours per week?
- If I could show you a way to diversify your income and it did not involve a lot of your time and money, would you at least take a look?

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

REMEMBER:

1. The point of asking a question is to get an **ANSWER**. So once you ask... **BE QUIET!**
2. Avoid words like... **NEED, SELL, HAVE TO, THE GREATEST, YOU GOTTA DO THIS, DOWNLINE, UPLINE, MEETING, LEVELS, RECRUIT, ETC.**
3. Use words like... **PROFIT PLAN, GET STARTED, POSITIONS, ENROLL, WE, MARKETING TEAM, REPRESENT AN INTERNATIONAL MARKETING TEAM, WORK WITH A GROUP OF ENTREPRENEURS, COMPANY OVERVIEW, POSITION OF EQUITY, OPEN HOUSE, EVENT.**

NOTE:

THE POINT OF THE CALL IS TO FIND OUT IF THE PROSPECT IS OPEN TO TAKING A LOOK AT THE INFORMATION, NOT TO TRY TO SELL THEM OVER THE PHONE.