

PROSPECTING 101

*(Go through the steps one at a time,
once you are comfortable then move on to the next one.)*

1. Say HELLO & SMILE to everyone who crosses your path in ALL your daily happenings.
2. Say Hello and then add a SINCERE COMPLIMENT or make a STATEMENT ABOUT THE SURROUNDINGS.

*ie: "That's a beautiful/ nice color on you!"
"I like your car!"
"Wow... what an extensive menu they have here!"*

3. Then add a QUESTION or GIVE INFO re: YOU... by utilizing F.O.R.M.

F = FAMILY *(re: you or family member Music, Sports, Hobbies – this usually brings them to reciprocate – if not ask them if they have [children in sports or etc relating to what you said])*

O = OCCUPATION *(re: Job – you [give a short relating past story or happening/ analogy]... or inquire about what they do for a living)*

R = RECREATION *(re: Sports, Hobbies, Travel etc.[again re: you - give a short relating past story or happening/ analogy what you like to do for passing time]... or inquire about what they have interests in)*

M = MESSAGE *(Here is where when you feel the timing is right... after you have built up a little repore you pose the question to get your message across...)*

- a) Are you...
- b) Do you know of anyone who may be
- c) Are you or Do you know of anyone who may be

[a, b or c] plus...

Interested in making an Extra \$500 to \$1000 monthly? My Manager is looking for part-time and full-time help?

Great – let me get your # OR May I get his/her # to pass on to _____ *(manager's Name)*