

Phone Interview

Name

Phone

Email

Skype

Interest level(1-10)

What caught your interest about....

What is your goal for getting involved in this

What is your background ie expertise

Current career

How long

Do you like it?

Grew up in

7 motivations to join your business opportunity

1.Job insecurity

2.More time with family or friends

3.Get out of debt

4. Money for retirement

5. Better quality of life

6. Quit job/fire boss

7. Tax savings

People will do anything for those who:

1. Encourage their dreams

2. Justify their failures

3. Relieve their fears

4. Confirm their suspicions

5. Help them throw rocks at their enemies

Remember to form

F Family

Occupation

Recreation

Message

Masters of influence use these basic principles

1. Reciprocation

2. Commitment and consistency

3. Social proof

4. Liking

5. Scarcity

6. Authority

Contrast

Mystery only after you have direction on their goals etc