

RECRUITING EXPOSURE PROCESS

Following the system when recruiting is the best way to keep you on the field and will give you the opportunity to become an all-star player and a heavy hitter in your business!!

Be sure to cover all your bases.

3-WAY CALL WITH YOUR UPLINE OR EXPERT

"What did you like best about what you've seen?"
 "What is your interest level on a scale of 1 to 10 about our membership?"
 "What is your interest level on a scale of 1 to 10 about our business opportunity?"

THE FEEL, FELT, FOUND CONCEPT

"I know exactly how you feel...I felt the same way, and what I found was..."

EXPERT INVITATION

Guides your prospect to a local event

"It would be great if you came to our event."
 "You will see a full live presentation."

EXPERT EDIFICATION

Speak highly of an upline or expert

"Awesome person...Has the facts...Likes having fun."
 "Is totally committed to helping people succeed."

FOLLOW-UP

Confirmation of meeting prospect at event

"I look forward to meeting you at our event."

TRAINING

BE COACHABLE

Be committed to your own personal development.
 Be open to anything that may improve yourself.
 Be hungry for feedback from others.

FOLLOW-UP

Confirmation of viewing third-party tool

"What did you like best?"

LIVE PRESENTATIONS

Super Saturdays
 Private Business Receptions
 Business Luncheons/Briefings
 Regional Events

"What did you like best about what you've seen?"
 "That's great! Let's get you started and paid."
 "I'm excited and look forward to working with you!"

THIRD-PARTY TOOLS

Flipbook
 Videos
 Websites
 Sit-Downs

"Here is the information I promised you."
 "I will call you soon to follow-up with you."
 "What's the best time to call...at 6:00 or 7:00 pm?"

ENROLL

Get Started & Plug into The System

APPROACH

Pique Interest & Set Appointments

THE NUMBER OF SWINGS = THE NUMBER OF PEOPLE ON YOUR LIST = HITTING MORE HOME RUNS

"I have something important I want to show you...it will take about 15 minutes...You may or may not be interested."

"I don't have a lot of time to chat right now...and I'm better by phone anyway. What is the best number and email to reach you so I can get you the information?"

OR

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

"I don't have a lot of time to chat right now...and I'm better by phone anyway. What is the best number and email to reach you so I can get you the information?"

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