4 Questions Script

(In contacting people you meet, that you know or people on social media)

Start by asking questions like:
-"Hi [Contact's Name], How have you been?"
-"How is your day going so far?"
-"What have you been up to?"

When they answer, say something like,
-"That's good, I'm glad you've been doing good and staying busy."

Depending on your relationship with the Prospect, throw in a compliment that fits like,
-"You've always been known to be a hard worker..."
-"I see you have kids, and you look like you are a really good parent..."

Then add something like,
-"Just curious, what kind of work are you doing now?"
-"Just curious, what kind of work do you do?"

Let them answer, then say,

-"That's awesome, how long have you been doing that?"

Let them answer, then say something like,
-"Wow that's good. You've been doing that for a while now huh…"
-"Oh I see, so it's still kind of new to you."

Then add,
-"Do you see yourself doing that in the next 5 to 10 years?"

Let them answer (They'll most likely say, "Maybe" or "No"), then say,
-"So, you do keep your options open right?"

Let them answer, then depending on the relationship and situation, say,
-"Ok perfect. Well **[**Contact's Name**]**, since you keep your options open, I'd like to get together with you briefly so you can tell me more about yourself, I can tell you about what we do, and if it's a good fit for both of us, maybe we can work together. I can't promise anything, but what's a good number for you and time to meet tomorrow for about 20 to 30 minutes? Ok perfect, I have that spot open tomorrow as well. The address here is [Address], and [Contact's Name] is there any reason you won't be able to make it? Like any appointments you may have forgotten about? Ok perfect, I'll see you tomorrow at [Time] then, have a good day. Bye."

The Core 4 Questions to ask everyone you come into contact with that may open the door to present the opportunity:

1. What kind of work do you do?

2. How long have you been doing that?

3. Do you see yourself doing that in the next 5 or 10 years?

4. So you do keep your options open right?

4 Questions Script

(In calling people that you don't know referred by someone else)

Gather 3 good qualities about the Prospect from the person giving the referral (Example: Hard worker, great sense of humor, business minded, etc).

Call them and say,
- "Hi [Contact's Name]? Hi this is [Your Name]. You don't know me, but I was given your name and number by [Referral Name]. Do you know him/her?"

Let them answer, then say,
-"Great. [Referral's Name] had a lot of good things to say about you. He/she told me you're [Quality #1], [Quality #2], and [Quality #3]**.** Is that right?"

Let them answer, then add something like,
-"Awesome, just curious [Contact's Name], what kind of work are you doing now?"
-"Awesome, just curious [Contact's Name], what kind of work do you do?"

Let them answer, then say,
-"That's awesome, how long have you been doing that?"

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-"Wow that's good. You've been doing that for a while now huh…"
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Text Follow Up Script

(To be used at the end of the day when you have all your appointments set)

TEXT each person on your schedule,
"Hi [Contact's Name], it was good talking with you earlier. I really look forward to meeting you and getting to know more about you [Later / Tomorrow]. Have a good rest of your day!"

Script To Get Potential Business Partners

(To find people that your people know)

"Hi [Contact's Name], how have you been my friend? That's good, I'm glad to hear that. Hey I'm expanding my agency and I wanted to know if you know anyone who's looking for work or a way to make extra money?....someone who's ambitious, competitive and a hard worker?" (You can add in "Good in sales, someone outgoing, someone good with people)

"Ok perfect, can I have their number if you don't mind. I just want to shoot them a quick text or call to introduce myself and see if they might be a good fit."