1. What is the single most important skill that an outstanding recruiter needs to possess or acquire?

Answer: _______________________________________.
You must believe in your ________________________________.
We don’t share because we’re ________________________.

2. Open-ended questions and the Recruiting Interview

About ____ of your focus should be on how this business could ________
_____________ and to paint a picture for them of what their life would look like if they did join.

• Be ____________________

• Ask ____________________
  ▪ What do you love most about your life right now? / What are the three most important things to you in your life right now?
  ▪ What motivated you to meet with me today?
  ▪ If I could wave a magic wand and make something in your life different right now, what would that be?
  ▪ How would changing that impact your life?

Be sure you __________________ their ____________.
The biggest mistake most people make in a recruiting interview is _______ _______ _______ _______ the other person’s why, and then recruiting to the _______ _______ _______ _______.

The best open ended question for ending an interview?

So, _____ _____ _____ _____ 1 being not interested at all and 10 being I’m ready to sign, where would you say you are right now?

What would make that a 10 for you?

3. Recruiting Your Hosts

• Focused or _______ _______ _______ _______ listening that focuses on them leads to curiosity which leads to using powerful questions to support your host in getting what she wants.

• Never _______ _______ _______ _______ _______ _______. Assume everyone is either interested in your opportunity or knows someone who may be interested.

• Keep the focus of this sharing on _______. Use your _______ _______ _______ _______ to share what you love about your job.

• No matter what she says, let her know she can _______ _______ _______.

4. Follow Up

My follow up policy is simple – continue to follow up until they _______ _______ _______ _______ _______!

Remember, timing is everything!
5. Recruiting At Your Parties

Drop ____________, not ______ ________ _________!

Keep your story ________________, ______________. ________ ________, and ______ ________ _____________.
Remember, this is not a ________________ ________________.

The Opportunity Commercial:

Why are you passionate about what you do? Find your passion and _____ _______________ that with others.

Give them permission not to be _________________.

Find 5 “reasons” why you love your job and decide which props you can use to illustrate them for your “why” bag.

The Guest Care Card

The Guest Care Card is a great way to ________________ _________ _________ and get them involved throughout your class.

Have your guests fill it out as you go through your class.

Questions on the Guest Care Card:

- How interested are you in learning more about how you could have a fun night out with your friends and be spoiled with a free shopping spree?
- How interested are you in learning about how my opportunity can change your life?
- If your host were starting the business, would you book a class to support her? (yes or no)
At the end of the evening, have the __________ identify those who would be good at what you do. You have at least two recruit leads at every class: the __________ and ____________________________ __________ ____________________________.

The guest care card is included on the outline for the October Consultant call. Please reference it there.

6. Dealing with “fence sitters”

Your job as a recruiter is to get them ______ _______ _____________ as you can so that they can make an informed decision.

Ultimately the decision ____________ ____________ __ ___ ______, it belongs to them.

What is your responsibility is to ____________ _____________ ______ with opportunities for them to learn more until they’re ready to make a decision.

Invite them to:

1. ____________________________________________

2. ____________________________________________

3. ____________________________________________

Remember, the decision belongs to them, not you!

Questions? Contact Nancy Golya at 410-838-7305 or e-mail her at tomboys@julieannejones.com.