

Hi, is this _____? Hi _____, my name is #NAME# and I'm calling you from my home in #STATE#. _____, you recently indicated that you are open to receiving information on generating an income from home; is now a good time to chat?

Here are some rapport-building questions:

Great! Tell me a little about yourself, _____, what do you currently do for work? Look for any tie-ins with what they currently do (or what they're interests may be) with your company.

Do you have any previous experience building a home business? If this is a yes, continue to ask further questions about their experience to see if you can connect it back to your business. Figure out what they liked and didn't like about building their own business so you can relate that to your business in a positive way.

Aside from money, _____, what are some reasons why you're looking to start a home business? (time freedom, by my own boss, make my own hours, etc.)

When you find the right business, are you looking to get started right away?

If yes, Great! Move on to qualifying questions.

If no, find out when they could get started and schedule a follow up call accordingly. Be sure to provide them with your name, email and phone number also. Be sure to also set up follow up emails to stay in front of them.

Qualifying Questions:

1. You decide how you would like to get started with my company; it ranges from \$XX on the low-end to \$XX on the high-end, but say you like everything you see, are you able to invest at least \$XX to start your business?

1a. If yes, go to question 2.

1b. If no, ask how soon they would have \$XX to start. Provide them with your name and number and instruct them to call you when they can start their business.

Ok, now I'm going to ask you three questions to make sure you qualify to do what I do:

2. In order to get paid by my company, they require that you have access to a checking/savings or credit card (can't be pre-paid)...and I don't want any numbers from you yet (you don't even know what I do), but would you have access to any one of these so that you can get paid by my company?

2a. If yes...great! Go to #2.

2b. If no, ask if they would be willing to get one, and when they would be willing to do so.

3. When it comes to making the decision to start your home business, is this something you will decide on your own or would you have a spouse or significant other make the decision with you?

3a. If they are the decision maker, schedule the appointment now.

3b. If a spouse/sig other will make it with them, be sure to schedule your appointment at a time when they can both be in front of a computer.