



# 1-31 Contact Information Form

Copy & paste or staple prospect information here

Practice all Sections and use when appropriate

## SECTION "A"

(Ask FORM questions and then whatever questions would help you with your interview and the needs of the prospect.)

**F -- O -- R -- M**

(Family, Occupation, Recreation, Motive)

A Simple Way To Start Conversations

## SECTION "B"

I am looking for a specific type of person who is:

**Self-motivated, Dependable and a Team Player**

Do you feel this describes you?

## SECTION "C"

You have given me some answers in your survey from the Internet. I'd like to go over a few of your answers.

You have said you have \_\_\_\_\_ hour per week to build your business. Is that accurate?

You have said you are looking for \$\_\_\_\_\_per month. Is that accurate?

You have said you have budgeted \$\_\_\_\_\_to invest in your own home-based business when you find the right one. Is that accurate?

You will be shown our business packages in the presentation and the contents and different prices that you will choose between. Our packages will be between \$250 and \$1000.

## SECTION "D"

Draw the 3 Circles (**Warm, Network, Cold**) Relate the 3 circles back a to a retail business (coffee shop) - what they would have to do to build that business up to become successful and profitable.

**Warm:** People that know, like and trust you.

**Network:** People that know and like you.

**Cold:** People that you don't know yet, replies from Advertising and Online Marketing

## FOLLOW UP & DATE:

Use whatever is appropriate for your records

1<sup>st</sup> Phone Call:

1<sup>st</sup> Email:

2<sup>nd</sup> Phone Call:

2<sup>nd</sup> Email:

Send to [www.?.com](http://www.?.com) (? = your site)

Appointment for Presentation:

Appointment Reminder:

Presentation Completed:

Follow-up Call:

Missed appointments:

3-Way with Upline Completed:

Guest on Global Webcasts:

Guest on Global Conference Calls:

New Distributor Signing:

Preferred Customer Signing:

**Your Personal NOTES:**

**SECTION "E"**

**OCCUPATION EXTRA QUESTIONS**

Current Job?

How long in it?

What is your current satisfaction level of your job?

Horrible 1 2 3 4 5 6 7 8 9 10 Utopia

In your current job, can you get financial security in next

2 - 4 years? Yes or No

If possible, what would you change about your job?

Have you ever considered starting your own business?

Yes – when, how did it go?

No – what kept you from starting it?

Have you ever read any of Robert Kiyosaki's materials?

Rich Dad, Poor Dad

Cash Flow Quadrant

The Business School

Have you ever had any Network Marketing Experiences?

(Feel/ Felt/ Found)

Yes or No

Can I ask what company?

How long ago or are you currently with them?

Why do you think people become involved in Network Marketing?

(Draw C/F Quadrant... Show E, S, B (Networking), I quadrants) If we could move you to the "B" Business Quadrant, what would be your **#1 priority** in accomplishing this?

These are some of the reasons people become involved in Network Marketing.

(Pick 3 or 4 to suit prospect)

- \* Extra Income
- \* Financial Freedom
- \* Own your Own Business
- \* More Time
- \* Personal Development
- \* Helping Others
- \* Meeting New People
- \* Retirement
- \* Leaving a Legacy

Ask the following Questions!

- What is your #1 Priority?
- Why did you Pick that one?
- Why is that Important to you?
- What would be the Consequences of not having?
- Why would that Worry you?