

Name: \_\_\_\_\_  
Phone Number: \_\_\_\_\_  
Invited By \_\_\_\_\_  
Date: \_\_\_\_\_

1. What did you like best about the How Money Works Seminar?  
A) Where do you know \_\_\_\_\_ from?
2. Now that you know a little bit more about us, let me get to know a little bit about you. I would appreciate it if you would take a few moments, and put your modesty in your pocket. Take me back to when you finished high school and bring me up to date with the highlights of what you have been doing since then.  
A) What did you like best...what kept you there?
3. Why did you leave there?
4. What caused you to go there?
5. Was that an improvement for you in your career?
6. In your present job what do you like least and what would you change if you could?
7. What do you feel is your greatest asset or characteristic that will help you to succeed?
8. If I were to take a random sampling of people that you know from different areas of your life, and ask them to describe you, what would they say?
9. When did you begin to first earn money from outside of the home?
10. What accomplishments in your life to date are you proudest of?
11. Thank you for sharing with me some things about yourself. Now, do you have any questions that you would like me to answer?  
  
Explain Warm Market vs. Luke Warm Market.  
Don't sell your friends- not an expert. I/K (Influence/Knowledge)
12. If you asked 25 friends just to come and see anything you were excited about and you thought they ought to take a look at it, whether it is to see a movie, attend a sermon at church or attend one of our seminars and you just said 'I have something you need to see,' how many do you think would look?  
Cover referral system and unlimited referrals.
13. \_\_\_\_\_if I extend the opportunity to you, can you think of any reason why you shouldn't get started at least part time?

Fill out IBA

Great, these are the papers that we need to fill out; let's start right here with your name, address, etc.

Take Recruiting Papers:

- A) Cover District and RVP Commissions
- B) Show "Success Ladder" Requirements
- C) Sell the RVP position

14. If it were possible to qualify for a 100% raise in pay, would you be interested?

Explain accelerated guidelines to district.

Teach the Magic Question (give them a copy):

1. People are like fish
2. Friendship, Curiosity, Need or Greed

Would you have any interest in earning an extra \$300-\$400 a week if you could earn it in just 6-8 hours a week?

15. Roll play the magic question until they sound natural.

16. Now, we train people according to the number of people they have in attendance with them at the very next How Money Works Seminar after I have taught them the magic question. "The average for new recruits is 2, some only bring 1, and the record is 8. How many are you going to bring \_\_\_\_\_?"

Schedule your personal FNA appointment and give them 4 papers:

1. Ladder of Success
2. Compensation
3. Magic Question
4. Promote me to District

Use the blank calendar to fill in dates for the FNA, school exam, orientation, etc...