The Speed Recruiting System

Presentation Template

(Make any necessary changes so it's applicable to you and your opportunity)

**** You can make changes, however I would invite you to proceed with caution. Once you get proficient at hosting these events, you'll become a lot more confident - at that point mix things up and have some fun...just make sure the core points get covered.**

**** When you see the "**" or _____ know these are not part of what you'll say in the presentation. These are parts you'll need to fill in based upon your company/opportunity.**

Good evening everyone.

My name is _____. I'm excited to hold this group interview this evening and we have quite a bit of ground to cover - so let's dive in.

I want to welcome you here. This group interview is going to be completely different than anything you've ever seen...or been part of.

As you'll see this evening, nothing we do is "traditional" or same 'ol, same 'ol.

Every one of you here responded to an online ad looking to make some income - tonight we have 2 exciting positions based upon what you're looking to do.

The first is what we call the Executive Assistant. This position pays between $300 and $500 per week and the hours are part time. This is for someone who's looking to work 15 to 20 hours per week and who are looking to have quite a bit of flexibility with their schedule.

It's perfect for homemakers, college students, retirees or anyone who's looking to make some extra cash.

This is also a position where you'll be telecommuting and working from your home. Prior to joining us you spoke with myself over the phone to make sure you were at least qualified for one of the 2 positions.

With this position, you'll need a computer and a phone. That's it. Your function as an Executive Assistant will be to work closely with Lead Executives, which will discuss next, to ensure they have plenty of qualified sales leads to work with.

As an EA, you'll be contacting individuals from all over the US (can be any country - just let them know where and what's expected) and screening them to see if they're interested in the products that we offer.

We'll get to the amazing products that we offer here in just a minute, but first I want to discuss these 2 positions and how you make money...

We provide the leads and the necessary training and scripts to get you going. The only thing you'll need is a phone and computer.

For every qualified lead you generate you'll make $5.00 (you can adjust this number based upon your profit margins - I would not recommend going any lower than $4.00 per lead generated).

There is no limit to your payouts - you can generate 20 leads a week and make $100.00 or you can generate 100 leads and get paid $500.00. That choice is entirely up to you...certainly the more hours you put in, the more you're likely to get paid.

Now EA's don't sale anything - you'll be qualifying prospects to see if they have an interest in the products we carry...all you're doing is generating a qualified lead.

The second position that we're filling is for Executives. This position can pay anywhere from 60k-120k per year - or even more depending on your skill set, work ethic and how quickly you can learn.

Executives can set their own hours, however, we'd recommend at least 20 hours per week. We'll provide all of the necessary training. This position will also require that you have a computer and a telephone.

This position comes with more responsibility and as such, you're compensated for your efforts. Executives will be calling back the leads created by your Executive Assistant and offering them the fine products that we offer.

Generally speaking, each Executive will have 2-3 Executive Assistant's generating leads for them. We can also provide leads for Executive's that have not been qualified by an Executive Assistant.

The only prerequisite that I require for Executive's is that you consume and use the products we offer - I want you to be passionate about what you're sharing.

The best way to make that happen is by being a consumer of the products) as well.

As an executive you can earn anywhere from 10-40% of the gross sales in commissions that you generate (you'll plug in your retail commissions here). One of the best parts of being an Executive is that most consumers order our products each and every month - every time they order...you get paid.

Pretty cool, right?

Let's say tomorrow you contact "Joey" - he wants to get on our incredible products. He signs up at one of the packages we'll discuss in just a moment. Let's say "Joey" signs up with the $500.00 package...well out of that you'll get a commission in the amount of $150 (fill in appropriate amount based upon your specific price points/commissions here).

But...it gets better.

For every month that "Joey" continues to purchase the product, you make an override of anywhere between 5 and 20%...so if Joey spends let's say $100 bucks a month for his products, you get a check for $10 bucks (plug in your numbers here).

This may not seem like much, but do the math with me...

Let's say in 6 months you have 300 people ordering these products each month and you're making $10 a month for work you did months ago...well, now you're getting a check for $3,000.00 a month...this is before you even get out of bed in the morning and it's all from your efforts that were performed in the past.

You're getting a nice override for every monthly order that takes place as long as you sold the original order.

Pretty exciting!

We believe this to be the best business model in the world - think about it...if you were a cashier at Walmart...wouldn't it be awesome to get a check in the mail every month based upon each customer who ordered from that store?

That's the power of this model and why we have some who are making multiple 6 figure incomes...even 7 figure incomes!

Now, don't get me wrong - it takes work...hard work and consistency.

But it can be done and with the right work ethic there's nothing holding you back from producing as much...or as little as you'd like to. You have complete

freedom with this and what you earn is entirely up to you - not me or the manufacturer of these amazing products...

Speaking of amazing products...let's chat a bit about the manufacturer and the product line we carry.

The name of the manufacturer is _____. They've been in business since _____ and we specialize in _____ (a sentence or two stating what your company does for example...if this were about weight loss, I may state something like "We create some of the industry's finest weight loss products available - our leading products include....(then state their names here).

** This company was founded by _____ (state founder's name) with the mission of _____ (state their big dream...what was their mission when they created the company?)

** Give them a brief overview of your top selling 3-4 products.

** Discuss the packages and what's in them - these are the business builder packages.

** Discuss the price points for the top selling 3-4 products as well as the business start up packages.

** Share with them some endorsements or testimonials of any household names (if you have big name actors, athletes, etc, give some names...this will help to add credibility).

** If you're marketing anything "scientific" in nature (health/wellness products, technology, etc) give them some clinical data or studies that have been done on your product(s) by a reputable 3rd party or institution (study done by a hospital, university, scientist, medical group, etc).

** During the product section establishing credibility is key - you want them knowing this is a viable manufacturer who's likely going to be around for several years to come. They don't want to be part of a "fly by night" company - and they want to know that you operate with integrity and that you're a good person. Remember, you're holding this "group interview" - you're the leader and act accordingly to lead your people.

We also offer an industry leading guarantee due to our confidence in these products.

** State guarantee here (if your company doesn't offer a guarantee, leave this out, but most do offer one of some sort).

Before I discuss how you can get started and a key items that will want you to get involved immediately, I want to share my story with you and why I became involved.

** State your story here (don't talk about the opportunity - discuss why you got involved from a product standpoint ideally). Tell them why you got involved and what you've seen since using the product(s). Let your passion come through here.

** Read 3-4 product testimonials here (if your product is any type of metal, software or something not consumed, talk about the results they've seen from a monetary standpoint).

Now there are some MAJOR perks for those that decide to become an Executive with us here today...

1. You'll have EA's creating quality leads for you.

2. We can also provide additional, unqualified data at no charge to you.

3. We provide full training to get you going as quickly as possible.

4. Everyone take a second to look around this room...generally speaking anywhere from 10-40% of the people here end up coming in as Executives - well, to be fair and as we stated early nothing we do is "traditional", we rotate Executives into your organization - We do ask that Executives purchase what they're promoting...it's because of this that we'll be essentially placing new Executives beneath you and every time this happens...you get paid. Yes, for doing absolutely nothing, you'll make a commission. We do this based upon the work ethic that you display...the harder you work, the more Executives we'll place in your organization.

** Each week I will also ask 2-3 Executives to join me for these group interviews - your role will be to meet/greet people at the door, guide them to the cookie stand and make them feel comfortable (you don't have to have their help, but depending on the size of your meeting this can really make your life a lot easier - it's free help and this will also help establish your "workers" from folks who really don't want to do much.

For those that have an interest in becoming an Executive, remember, you can earn $60-$120k in 12 months - even more than that.

Now, I need to be completely transparent...there no free lunch. But again, if you have a strong work ethic, you're willing to learn and you're not afraid of the

phone, you have an opportunity here of a lifetime to literally write your own check.

If you would like to become an Executive, it's important that you begin consuming the products yourself - this way you'll know exactly what you're promoting and you'll be able to offer this with confidence and a personal testimony...which is extremely powerful.

With that said, there are 2 packages this evening that you can start if you choose to become an Executive...

The first package we have is the _____ package and consists of _____ (let them know what they'll be getting). This is a one time investment of just ____ and a monthly ongoing fee of just _____ to make sure you don't run out of these incredible products.

The second package is the _____ and consists of _____ (let them know what they'll be getting). This is a one time investment of just ____ and a monthly ongoing fee of just _____ to make sure you don't run out of these incredible products.

Raise your hand if you would like to become an Executive Assistant this evening?

** Have them get up and fill out the "Executive Assistant Request Form" that I've included. Within 24 hours call these people yourself or have another team member call them and start them off with 200 leads and email them their script - explain to them you're not looking for them to reinvent the wheel and as such they shouldn't be deviating from the script.

** **IMPORTANT:** Have them call you after they've gone through their 200 leads to give you a breakdown as to how things went. You'll lose 75% of your EA's at this step - don't spend a lot of time with them until they've proven they're willing to work!

If you would like to become an Executive this evening please stand up and follow me.

** **IMPORTANT:** After you've done this for a couple of weeks and you have a couple of other Executives in the meeting room helping you have them shake the hands of the new Executives (and you should too) - make them feel WELCOME like it's an elite club and that you're honored to work with them. They took a big step...make them know that!

** Next, you'll walk your new Executives to a table or area where you can sign them into the business at. If possible, I've always found it easier to enroll them

directly on the company website or via your replicated website - this way it's done and there's no (or little) paperwork and they're registered as a new distributor.

That's it.

Congratulations!

I want to hear from you after you hold your first meeting. I want to know all the details and how things went. Your first meeting or two will be a bit "choppy" - don't worry about it. You will get more smooth as you improve at delivering your message. Also, it's OK to have cue cards or notes in index cards and use them throughout the meeting - I would not recommend printing of a Word document and standing at the podium or in front of the room and reading it. Make sure you're prepared.

Your next step is to go through "The Speed Recruiting System" FAQ document in the download area.