

The Follow-Up Interview

Interview mindset

Zoom or In-Person | Neutral Position | Not begging, Not demanding, They're back for a reason | When they are ready proceed to the AMA

Open with Standard Introduction Script

Before we jump in I want to take a minute to hit on our business philosophy. Our aim is to do everything through referral. That requires trust. We look for 3 attributes in people we work with both as clients and business partners. First, we want to do business with **people of character**, second, people that believe in **quality relationships**, and finally people with **life experience** that see the value in what we do. I'd love to start by getting to know you a bit...

Interview Question

1. Where are you from? [Background, school, etc.]
2. Tell me a little bit about your family. [Married, kids, etc.]
3. What do you do for work? [Looking for Leadership Quality]
 - What do you like about it? [Responsibilities, achievements, etc.]
 - What do you do when you're not working? [Volunteering, Sports, etc.]
4. Out of what you've seen so far, what did you like? [Relate & Language of Helping People]
5. If you were going to do this, why would you do it? [Relate & Language of a Better Life]
6. If we're going to work together would you want strong or weak leadership from our team? [Gym Analogy]
7. One of the first things we cover in the start up process is our training program, including classroom, field training, and some self study. Other than training and licensing, is there anything else I can explain to you further? [WFA]

Transition System Overview [3 Sub-systems]

Recap [Why you feel they are a good fit]

8. Other than a desire to stay [Insert desire] what would keep you from giving this a try? [WFA]
9. Let's go ahead complete your background check and get your pay-code.



Next Step: Schedule Fast Start appointment within 72 hours and a time to meet their spouse or significant other to share with them what you're doing.