
Quality Interview (QI) Script

REMEMBER: You are in control! You ask the questions. Set the tone within the first 90 seconds to maintain the posture.

Today I just want to spend a few minutes getting to know you to make sure we connect on the key ideas we are working with.

- This is just step one in a 3-step process.
- We are looking for 3-4 key people to partner with at this time who are looking to develop a sustainable income. We are not looking to hire anyone for a full or part time position.

(Ask them about themselves and their background.)

With all you have going on right now, why are you open-minded to additional opportunity?

Share your compelling story. - How did you get connected with this team?

Transition: (show the slides) In the next step of the process, there is a seminar that will cover the key details of our business plan and how we help people make money. Today I will share a brief overview of what you will learn in the seminar. This is a 30,000 foot view of our business concepts.

- **Income Options** - Active Income vs Sustainable Income **(mention network marketing)**
- **Economics of Distribution** - Briefly explain how we use alternative distribution by cutting out the middle men and making that money available for bonuses and rewards.
- **Product Categories** - Our key markets are health, sports nutrition, and beauty. We also work with some exclusive products in home and personal care. **(May mention Amway and LTD by name)**
- **Ways of generating revenue** - In the next step, they will go into detail about how we generate income with these three revenue streams.
- **Income Potential** - Project 1 produces about \$3-5K per month (average income \$53,400 last year). There are additional revenues to build on for those looking for a professional approach.

Transition: As I mentioned, we are only looking for 3-4 key people right now. Based on the concepts I just covered, is this something you are interested in getting more information about?

There are three key characteristics that I am looking for in any person that I partner with. 3 questions (How would you rate yourself from 1-10 and WHY?)

- 1) Ambitious
- 2) Coachable
- 3) Accountable

Transition: Based on your responses here are your next steps.

As I mentioned, We have a seminar available (date & time). Can you free up your calendar for 1 hour at that time? **If not near live info session, register them for a webinar on meetingjoin.com.**

Keys for info session promotion:

- **Promote the speaker and your coach who is going to help you in the next steps. If there are specific people that will be at the meeting you thing they will relate to, promote them!**
- I strongly recommend having a notepad & pen with you to take notes.
- **It is a business environment, so tell them to dress professionally. No jeans or tennis shoes.**
- If you're like me, then the seminar will likely raise as many questions as it will answer. So after the seminar, we will coordinate a time to meet to discuss the specific opportunities as they apply to you.
- **Make sure you tell your coach when you have a guest scheduled so you can coordinate.**