

Trainer STEAM CALL

Hey _____ my name is _____.

How are you doing?

That's great to hear, yeah as _____ was saying we have been doing interviews all week. We haven't found the person that we are looking for. I had a conversation with _____ and explained exactly what I was looking for and the first person that popped in her mind was you, so I told her to call you. What is it that you do?

That's great, how long have you been doing that for?

Like it? Love it? (pause) You see yourself doing it for the next 20, 30 years?

Well I have to ask, do you keep your options open even on a part time basis?

Awesome, well _____ said some great things about you.

He/she said you are _____, _____,

(Great with people, have an amazing personality,)

Does that describe you or was he/she just talking you up?

Well I don't know if this is the fit for you, or if you're a fit for us but based on what _____ said about you, I thought it at LEAST made sense to give you a call. I would love to get together and introduce myself and my firm to you, and you to us. If it's a fit great if not, no big deal.

What's your schedule look like?

Weekday or weekend?

Morning or afternoon?

Well hey, it was great being able to connect with you, I look forward to seeing you on _____, I'll send you the address shortly.