

## **APPROACHES FOR BOOKING RECRUITING INTERVIEWS:**

1. *“Hi, \_\_\_\_\_, this is \_\_\_\_\_. The reason I am calling you is that I have just had a conference with my Director. We were discussing the fact that we are looking for people to teach skincare with our company, and she asked me who I had come in contact with through my friends and customers that I was most impressed with, and you know, I immediately thought of you. I told her I had no idea if this was anything that would be of interest to you or not, but I would love to have the opportunity to tell you about it. She suggested that even if you are not interested after hearing about it, then you might be in a good position to recommend someone to us.” (then proceed to set up the appointment)*

2. *“Hi, \_\_\_\_\_, this is \_\_\_\_\_. The reason I am calling is that I need your help with something. I am taking a leadership course with my business and part of my assignments is to expose 10 people this month to our career opportunity. My Director asked me to select some people who I feel comfortable with and would give not only 30 minutes of their time, but also their honest opinion, and I thought of you. Is there any reason I couldn't get your honest opinion this week over your break?”*

3. *(At the class) “\_\_\_\_\_, could I ask you something? Have you ever thought about having your own business or working part time for fulltime pay, like doing what I do?”*

*(Assuming their answer is to the negative) “I know how you feel. I felt the same way, but when I found out that we teach skincare and set our own hours I remember feeling that it couldn't hurt to hear the facts. I know you are an intelligent woman and couldn't make a decision one way or another without hearing the facts. (Go right into...) I know you work. Do you get a lunch break?”*