

“Out of the Blue” call

1. Grab a stack of names and numbers.
 - DON'T pre-qualify! This is not about your active recruiting list. This is an “out of the blue” treasure hunt.
 - Use old drawing slips, guest receipts, fair slips, your holiday card list.
 - DON'T pre-qualify! Just call!
2. The object: make as many contacts as you can in a designated period of time with this simple, basic recruiting question.
 - If you're on a roll and want to continue, that's OK, but record how far you got in the designated time.
3. Here's a script to use. Don't spend time analyzing or editing it. Just try it!

Hi, _____. This is _____ with The Pampered Chef. We met at _____.

Have you got a minute for a real quick question? (If yes, proceed. No pauses until after the next question.)

This might be completely “out of the blue” for you, but I’ve been feeling that I’ve maybe missed the boat with you, and would feel really bad if I didn’t at least give you an opportunity to think or find out a little more about this.

I’ve had my Pampered Chef business for ____ years, and it has been so great for my family and me. (To keep it quick, no elaboration here. Remember, it’s not about you!)

This is a time of year when we’re looking for people who might be interested in earning some extra income, or having some fun with a business like ours. What do you think? Have you ever thought about having any type of home-based business?

(For positive response) I’m so glad to hear that, _____! Can we plan a time to talk more about it and see what questions you might have? (Set up time to talk, face-to-face if at all possible.)

(If “no,” continue with script.) That’s too bad, _____. I’m sorry, because I’d really like to work with you -- and I’m sorry you won’t be getting in on all there is to experience and gain with a Pampered Chef business. (Slight pause, then continue.) Do have a friend, or family member, or someone you work with that I could call about this? (No pause.) Someone who’s positive, energetic, enjoys working with people and would love to have something of their own like this that would be fun and could help them earn some extra income?

(If no) Well, thank you so much, _____, for letting me just ask you about it. Is there any other Pampered Chef need you might have before I go? (Respond, follow through as needed.)

Thanks again, _____. Have a great afternoon!

4. If you get an answering machine: *Hi, _____. This is _____ with The Pampered Chef. Sorry I missed you. I’ll try again later.*
5. Track and report your number of contacts and results within your designated time period.