

*(F.O.R.M. them and find a need first)*

Hey, <Firstname>, you know how you mentioned <repeat their need> I work with a company that is expanding all over the country right now... Have you ever done any Networking or work from home before?

I can get you the information of what they have available and then we can go from there. If it's a match, great! If not, that's fine too. At least it's a chance for you to <repeat their need>. Do you have a paper and pencil handy?

*(Get their number, email, etc. and the best time to reach them. FOLLOW UP and direct them to your website, conference call, or a live meeting. When you follow up, continue to build rapport.)*

*(If they ask a question)*

That's a really good question, but it's best to get all the information so you can get the full picture. Are you serious about <repeat their need>? Well this is a great chance for you to be able to <repeat their need> If it can work for you great, if not, that's fine too. But at least it will give you that chance!