

COLD RECRUITING SCRIPT "The Direct Approach"

Strategy: When you meet or see someone who you would like to recruit go up and start a conversation with them. During the conversation ask them if they have ever thought about having their own business before. Tell them we are looking for people that are entrepreneurial minded. Now isn't the time or place, but you would be happy to give them a call to discuss it more in detail. Get their name and number and/or email address. HINT: Works best to give them a business card and write their info down on the back of another one. Don't give your number out unless they give you theirs! Be sure to give them a compliment if you can, "Nice suit, great hairdo, etc." Try to call back as soon as possible so you get a hold of them, sometimes people's schedules change a lot & it could take a while to catch them.

Hi may I speak with (their name). Hello (their name) my name is (your name) calling from (city/state). How are you? Remember we met the other day, or (whatever is appropriate) and you mentioned you might be interested in a Home Based Business. Do you have some time right now, or is there a better time for us to chat? Okay, great, I just need to ask you some questions real quick, and then I will explain to you what is going on.

1. Are you currently working? (If not what did you used to do?) How long did you do that for? What do/did you like Most about what you are/were doing? Have you ever managed or trained a team of people before? If so what was the largest group of people you were responsible for? (If not, is that something that would interest you?)
2. What do/did you like least about what you are/were doing right now?
3. What type of income have you been accustomed to the last few years?
4. What would your immediate income goals be from a home-based business?
5. As far as your Long-term Financial Goals go, what kind of money do you need to be making, and for how long in order for you to retire, or have you even thought about it yet?
6. Just so you understand we are currently looking for a few people who are serious about earning (use a number about 50% more than what they have been accustomed to). Do you think you have the necessary work ethic, dedication, and self-discipline to make (\$ amount used) a year from home?
7. Other than money what interests you the most about having your own Home based business?
8. If we were able to help you earn an extra \$1,000 a month above and beyond what you need to pay your bills within the next 6 months, what would you do with the extra money? (Would you take a vacation? Buy a house? Car? Etc.)
9. Okay, now lets just say, hypothetically speaking we were able to help you achieve all your financial goals within the next 5-10 years. If you NEVER had to worry about money again, whether you worked or not; what would you spend most of your time doing at that point? (DIG DEEP HERE)
10. Lastly, if our business makes sense, and we can get you profitable within your first 30 to 60 days, is this something you can start immediately?

Okay great, well first of all you definitely have some of the traits we are looking for, and I think you could be a valuable part of our team. Now, in the essence of time, before we go any further, are you able to make investment decisions of at least \$100 by yourself, or is there someone else we need to speak with as well?

(If not) Because we have so many people looking at our opportunity on a daily basis right now, when would be a good time to call so that we can explain the opportunity in detail to both of you at the same time, and keep in mind one of the greatest things about our opportunity is that there are a lot of ways to get started, including even an option FOR FREE!!!

(If yes) Okay great, just so you know, (if of the greatest things about our opportunity is that there are a lot of ways to get started, including even an option FOR FREE!!! Now let me give you a quick overview of what we are doing!

BRIEF OVERVIEW

Our company is developing what is fast becoming the world's Premier Global Shopping Network. We have been able to develop relationships with companies like Wal-Mart, Target, Best Buy, Macys, Office Max, Home Depot, and many more Online. In fact, so far we have relationships with over a thousand different companies online. Are you familiar with how fast the internet is growing right now? There are already over 1 Billion people online worldwide with literally hundreds of billions of dollars being spent annually. Most experts agree that sometime over the next 10 to 20 years somewhere between 70-80% of all shopping will flow thru the internet. We have positioned ourselves to capitalize on this huge growth by creating the best one-stop shopping environment in the world today. All those stores we are working with pay cash rebates to our customers as long as they shop through our website. Imagine shopping at all your favorite stores just like you do right now and getting cash back on every purchase! For example, how many people do you know that are already shopping at Wal-Mart? How many of them do you think would be interested in getting paid every time they shop? We also donate a percentage of every dollar spent through our website to charity. So by shopping with our company people are helping numerous charities and non-profit groups around the world. Additionally, our company has

an offline rewards program that is growing rapidly. One day in the not too distant future our rewards program will allow people to enjoy great cash rebates and savings when they go directly to the store. So whether you are buying gas, groceries, dining out, ordering pizza, going to the movies, or anything else you can imagine, online or offline, our company helps people to Get Paid every time they buy the things they buy anyways. Even more exciting with the Offline Rewards Program, there are opportunities for OurGV Rewards Certified Affiliates to actually sign up businesses, and non-profit organizations, the offline retail market in the United States alone represents a Multi-Trillion Dollar marketplace. Can you imagine earning a nice residual override helping many of the businesses and non-profits in your region of the country or world to reduce their expenses and increase their revenues!? More incredible still, is the chance to profit from the entire Global Economy without ever leaving your home! Every single OurGV Affiliate receives a powerful website that includes a virtual shopping mall with every single store in it that OurGV has relationships with. This online Shopping Mall has access to over 1 Billion People online worldwide! The OurGV Affiliate 2-Tiered Compensation Plan has a unique Worldwide Profit-Sharing System that rewards OurGV Affiliates for their website's productivity and loyalty. Think about it, the second your website is launched with OurGV, you have the opportunity to earn Profit-Sharing on the overall growth of the entire company. Clearly this is an incredible opportunity, and OurGV has gone to great lengths to provide a variety of Start-Up Options to cover every household budget. What is most important, and we cannot stress this enough, is not Where you get started, but When. Even while we have been talking, people all over the world have been launching their own OurGV Affiliate Businesses, the sooner we get you started, the sooner you can begin profiting, not just from your own hard work, but from the overall growth WORLDWIDE of the company itself! This is probably a good time to make sure you have something to write with. Now most companies that provide E-Commerce Websites with No Products, No Services, No Offline Rewards Programs, No Profit-Sharing, No Shopping Mall, No partnerships with companies like Wal-Mart, No Training, No Strategies, No Actual Website so you have to Design One, Huge Ongoing Service Fees on Every Single Transaction your Website Ever Makes, and you get all that for Setup Fees many times in Excess of \$25,000 and Annual Hosting Fees well in excess of \$10,000 a year!!!

Obviously this makes things too risky for the average person. Like I mentioned earlier, OurGV has worked very hard to provide affordable business startup options for every household budget. Everything is taken care of for you from website design, marketing, transaction costs, products, services, literally EVERYTHING, so the second you launch your OurGV Business, you are live and in a position to begin growing your business instantly! The various startup options that OurGV provides start as little as FREE and go up to a Maximum of \$2700. Based on your current financial situation, what ball park startup cost options you would like to hear about? 0 to \$100, \$100 to \$500, or All of them?

Premier Plus Deluxe Rewards Program: One-Time Setup Fee of \$2500, NO TRANSACTION FEES ON SALES EVER!!! Turnkey E-Commerce Business Ready to go including state of the art Shopping Mall & Shopping Cart, GUARANTEED at least THREE Shares in the OurGV Worldwide Profit-Sharing System INCLUDING MERCHANT & NON-PROFIT VOLUME (as long as monthly hosting is current), Eligible to sign up Merchants and Non-Profit Organizations into the OurGV Rewards Program (upon completion of "Certification"), 5 Deluxe Non-Profit Websites to either Retail or Give Away (\$2500 Value). Access to Morning Trainings online with CEO - Coffee Calls (\$300+ Weekly Value), Admission to one Accelerate 2 Success online Business Seminar (\$300 Value), Admission to one A2Success Advanced Training Online (\$750 Value), Access to Rewards Portion of A2Success Coaching Site (\$300 Value), Full access to the A2Success Coaching Website for One Month. (\$300 Value), Full Rewards Certification Training & Ongoing Weekly Pre-Certification Trainings. (\$300 Value) Most importantly MAXIMUM BONUSES for both Online and Offline, as well as Maximum Profit-Sharing!!!

Premier Business Website: One-Time Setup Fee of \$500, Turnkey E-Commerce Business Ready to go including state of the art Shopping Mall & Shopping Cart, GUARANTEED at least TWO Shares in the OurGV Worldwide Profit-Sharing System (as long as monthly hosting is current) First month's hosting free, afterwards \$30/mo. Access to Morning Trainings online with CEO - Coffee Calls (\$300+ Weekly Value), Admission to one A2Success online Business Seminar (\$300 Value), Admission to one A2Success Advanced Training Online (\$750 Value), Full access to the A2Success Coaching Website for 1 Month. (\$300 VALUE)

Preferred Affiliate Website: One-Time Setup Fee of just \$100, GUARANTEED at least 1 Share in the OurGV Worldwide Profit-Sharing System (as long as monthly hosting is current), First month's hosting free, afterwards \$30/mo. Access to Morning Trainings online with CEO - Coffee Calls (\$300+ Weekly Value)

Free Affiliate Website: Trial Website locks your Profit-Sharing Spot until Sunday Midnight, full access to online trainings, briefings, ability to shop, and start building a business, can upgrade anytime, or build a big enough of a business to get promoted!

We provide lot of ongoing training to help you develop the necessary skills and techniques to build a successful business both online and offline. There are high quality telephone verified leads that you can purchase, as well as numerous other ways to find customers and business. One of the most powerful parts of our business is the ability to help Non-Profit Organizations to reduce their expenses and increase their efficiency. Sometimes the number of customers that can be developed from even just one Non-Profit organization can be tremendous. What is most important at this point in time is getting your website launched as quickly as possible! Which of the options I have just explained to you would be best for you?