



Outbound Excellence

Recruiting – Initial Call Screening Script

First Conduct Preliminary Telephone Interview

Decide on a polite abbreviated version of this or if candidate sounds good proceed into full detail using either the non-sales experience or sales experience script.

Has There Been Sales Experience? IF NOT:

It's good for you to know that we do not require sales experience.

We do however, require:

- ✓ Great work ethic
- ✓ Highly Energetic
- ✓ Clear Speaking Voice
- ✓ Goal Oriented Focus
- ✓ Enthusiasm
- ✓ Good Communication Skills

Position Overview

You will be presenting our air enhancement and cleaning products to businesses across the country via a phone presentation while at the same time building customer rapport during these calls.

Our sales associates establish an account base of customers that include business owners, building and general managers, executive housekeepers, maintenance and building engineers, office managers and many other professionals.

Our sales associates call all areas of the United States!

You will develop your own customer account base with a 75% repeat buying pattern.

Compensation Structure

Unlike real estate and insurance you have a base salary that supports you while building your account base.

- ✓ While in training, your base salary is \$_____.
- ✓ After you have completed all phases of training (5-10 weeks after date of hire is average) your salary is increased to \$_____ and you start building your sales to qualify for commissions and bonuses.
- ✓ We also have sales spiffs and contests on a regular basis.

First Year Earnings

Typical 1st year earnings are \$__ – _____. 2nd year earnings are in the \$__-_____ range. Beyond that the earnings potential is unlimited----what you put in is what you will get back!

Benefits

Benefits include 401K, Medical, Dental and life Insurance plus free products and wide variety of sales incentives. As a sales associate you will have the opportunity to participate in daily and monthly contests and earn some of our wonderful annual sales awards. We give away gifts and prizes plus tickets to top selling shows, games and last year we sent a top-producer on an all expense paid cruise!

Hours

Since we sell to commercial accounts our primary hours are 6:30am – 3:00pm, Monday-Friday.

Which means no weekends or nights!

Location

Our location is easy to access too! We are located _____.

Level of Interest

Does this sound like the type of position that you were looking for?

Interview Schedule

We schedule interview appointments. (Set Appointment) When you come in you will fill out an application, we'll show you a video of our Company, and then you will have a one on one interview. Allow about 2 hours or you can save time by completing an application on-line. If you have Internet access you will find us at www.outboundexcellence.com

IF YES-----ask for some specifics. If the sales experience has been outside or substantial inside sales then proceed with:

Considering you have had sales experience let me share with you some information of our company.

Position Overview

Our selling team consists of all INSIDE sales positions. Sales calls are done via telephone with supporting advertising materials. You will build an account base of repeat customers that will increase your income potential. After a few years with us you will feel as if you get to spend the day talking to friends.

You would be in daily contact with business owners, building managers, office managers, executive housekeepers and administrators all across the nation. A few of our top markets include:

Benefits

We provide a commission program and excellent benefits, including 401K, Medical, Dental and Life Insurance. Add that to our professional and fun environment and you have the basics for a great career in sales. Nearly 30% of our employees have been with the company for more than 7 years.

Incentives

We have daily, monthly and yearly sales incentives. The incentives that you compete for could be movie passes, steak dinners, tickets to games or a one-week cruise, just like the one that was achieved by a top-producer last year.

First Year Earnings

You will find that during your first year that your earnings will be in the \$_____ range.

The second year ranges from \$_____.

After that, as you know, from being in sales it is "what you put in is what you get out" If you are motivated by money and recognition for being a top producer then you could be successful at Outbound Excellence.

Hours

Since we sell to commercial accounts our primary hours are 6:30am – 3:00pm, Monday-Friday.

Which means no weekends or nights!

Location

We are located at:

Level of Interest

Does this sound like the type of position that you were looking for?

We schedule interview appointments. (Set Appointment) When you come in you will fill out an application, we'll show you a video of our Company, and then you will have a one on one interview. Allow about 2 hours or you can save time by completing an application on-line. If you have Internet access you will find us at www.outboundexcellence.com