



# **The Outbound Excellence**

## **Recruiting – “Pre-Qualifier”**

**Hello \_\_\_\_\_, this is Dave Kalstrom with Outbound Excellence. I saw your resume’ posted on the Internet this morning and from what I saw, you may be just the right candidate for a position that just opened up. Are you looking for a NEW career opportunity?**

**Let me start off by telling you who we are and what we do, then if you’re interested I’ll ask you a few questions, fair enough?**

**Our company designs and implements Sales and Marketing Strategies for some of the most successful companies in America like Hewlett Packard and Insight Direct, the company that sponsors the Insight.Com Bowl. We sell these strategies to companies across the country.**

**Recently, we made a new discovery that could increase the efficiency of every B2B company in America! It’s a major breakthrough in the Call Center industry...In fact the businesses using it now are seeing their businesses increase from 20 to 150%! The results are staggering! We are introducing it to the businesses in this area, so we need salespeople...**

**We’re looking for people that want to earn \$850.00 to over \$2,000 a week...every week! We teach you how to do that... but...it requires people that can work full time and get started right away...as of yesterday! Can you see yourself making that kind of money?**

**What type of work have you been doing? (Visit with caller)**

**What kind of income do you need?**

**We could talk all day on the phone and get nowhere...you need to come in and look at our company and product... we need to look at you... from that meeting we can both make up our minds...does that sound fair?**

**In your opinion...when is the best time for you to start earning \$850 to \$2,000 a week?...Yesterday, right?**

**I have an interview time at \_\_\_\_\_ or \_\_\_\_\_ today...which is the best time for you?...Great let’s set it up!**

**This Phone Interview works GREAT! It’s short and to the point and, more important,  
it Pre-Qualifies Sales Candidates and Pulls Them In!**