

Prospect Profile Sheet:

Interview Date: _____	Personality Color: Red Blue Green Yellow
Name: _____	Strengths: _____
Phone: _____	Weaknesses: _____
Email: _____	Hot Button: _____
Company: _____	Purchased Magnetic Sponsoring?: YES <input type="checkbox"/>
Mailing Address: _____	Category: Customer Worker Leader
_____	Add to Eagle File?: YES NO

LISTEN! - DON'T TALK! - DON'T ANSWER QUESTIONS!

1: Have you owned a business before? How long have you been in the industry? What company?

2: Why did you start/want to start a home business? GET A DETAILED ANSWER!

3: How are you building your business? What has been your biggest challenge? Why?

4: How many people are you sponsoring each week? Size of organization?

5: How much money do you invest in your business each month? How much are you making?

6: What is your ultimate goal in this industry? (Find out their "why". What will they use the money for?)

7: Married? Have any kids? Hobbies? (Find something in common with them.)

"_____, If there is anything I can help you with, don't hesitate to give me a call. Here is my number. Make sure you pick up a copy of Magnetic Sponsoring. It will change the way you build your business forever."

FOLLOW UP DATES 1: _____ **DATE 2:** _____ **DATE 3:** _____