

Agent Recruitment Script

Qualify your prospects early, if they are not willing to invest \$500 in themselves, then there is no point to the conversation.

This is a guide only. Use your own context and personality

_____YOU_____THEM_____

Hi xxxxxxxx

This is xxxxxxxx from Health Alliance Network, you inquired about our ad for Telemedicine Sales Agents.....

YES, I did

Great, I'll get right to it. As you can imagine with Telemedicine at the top of every newscast, we are a bit busy.

Are you at or near a computer or even your smart phone? I want to quickly introduce you to Telemedicine.

YES, I'm at my (computer/smart phone)

Great, go to this website HealthAllianceNetwork.com. Let me know when it opens.

OK, I see it... or ... I don't have access to (computer/smart phone)

Great, what we find there are 3 types of people that we hear from

1. People that want to do something great for themselves, their family, or their community by sharing our Telemedicine products
2. People looking to replace their primary income
3. People looking to create a second income

Which one of those 3 best fits you?

I'm looking for new income ... or none of those... BYE

Great, we also find there are 2 types of people that reach out to us.

Tire Kickers and Decision Makers..... which one are you?

I'm a tire kicker.... BYE

I'm a decision maker!

Awesome, Have you ever started your own business?

Yes.... orNo

It can be very expensive to start a business, our business is no exception. Millions have been spent to bring our platform, our technology and most importantly hire US Board Certified doctors in all 50 states and then make them available 24/7

We can share all of our resources that will put you in business today, including your own website, back office access, a company branded presentation tablet with Alexa dockAg and all training for less than \$500. Are you comfortable with investing \$500 in yourself?

No.... BYE

Yes, no problem

1. Now briefly talk about the company, it's history, it's founders and support...
2. Next talk about the product "Telemedicine now more than ever is clearly the future of healthcare, not only to America, but the world)
3. The Agency Opportunity. We created a business model very similar to Keller Williams and Transamerica. We have a tiered compensation model. What that means is we pay overrides on your sales and the sales of others in your Agency, just like any insurance agency. But the good news is, unlike insurance agencies, you don't need an expensive and delayed process to get a license. We own all the licenses you will need and you work under our umbrella.

Notes: Remind this is not insurance, it is a membership plan. Cancel anytime.

TO GET THEM STARTED Be sure to forward them you agent website including your AID to sign up.

Send them the home page, then navigate them down to JOIN THE TEAM. (\$399 + \$99 Prime Family Product)

IF you would like to do a test presentation with me, just ask.