

UFO/Dist. Name _____

3-way Interview kick-off F/U

Telephone No. _____

Date _____

ATG Extension _____

Time _____

BIO OF PROSPECT

INFORMATION

Name _____

Address _____

Tel. #: _____

Family: _____

Occupation _____

Recreation _____

Please explain how you know or met this person:

What is present status of prospect (What do they know about Market America/What info have they received/ What products are they using/ What meetings have they plugged into, etc)?

Put an "x" in box: Top 3 Hot Buttons – (Why would they be looking at the business):

Money:

Supplemental <input type="checkbox"/>	Financial Independence <input type="checkbox"/>	Residual Income <input type="checkbox"/>	College Fund <input type="checkbox"/>	Retirement <input type="checkbox"/>
Time Freedom <input type="checkbox"/>	More Vacation <input type="checkbox"/>	Career Change <input type="checkbox"/>	Sick & Tired <input type="checkbox"/>	Burnt Out <input type="checkbox"/>
Secure Freedom <input type="checkbox"/>	Be Own Boss <input type="checkbox"/>	Work From Home <input type="checkbox"/>	Helping Others <input type="checkbox"/>	Capitalize on Contacts <input type="checkbox"/>

Put an "x" in box: Top Three Positive Characteristics:

Well-connected <input type="checkbox"/>	Friendly / Fun <input type="checkbox"/>	Enthusiastic <input type="checkbox"/>
Go-getter / Ambitious <input type="checkbox"/>	People-Person <input type="checkbox"/>	Professional <input type="checkbox"/>
Sharp / Dynamic <input type="checkbox"/>	Entrepreneur <input type="checkbox"/>	Hardworking <input type="checkbox"/>
Sense of Humor <input type="checkbox"/>	Great Salesperson <input type="checkbox"/>	Open-Minded <input type="checkbox"/>
Business owner / Mgr <input type="checkbox"/>	Outgoing <input type="checkbox"/>	Intelligent <input type="checkbox"/>
Well-respected <input type="checkbox"/>	Influential <input type="checkbox"/>	Business-Minded <input type="checkbox"/>

Present Status: (What do they know, what have they received, Are they on product, have they plugged into anything?)

Please Explain:

Put an "x" in box: Approach

Direct Evaluation Referral

Notes: