

*"Hi, I'm Jay. I couldn't help but come over and introduce myself. You look like someone who works in some sort of business.."*

*"What is it that you do? Oh, no way. How'd you end up there? How long have you been doing that? Very cool. Do you like it, love it? See yourself doing it for another 30 years?"*

*"Okay, well.. The reason why I ask is I because I actually work in a financial office not far from here. You look the part. Do you by any chance keep your options open to other things maybe even just on a part time basis?"*

*"Okay, cool! Let me get your contact info, and then what I'll do is shoot you a call." [GRAB PHONE] "What area code are you, 626?" [THEY'LL FINISH FOR YOU] "Awesome. So what I'll do is I'll check the schedule, and I'll shoot you a call either today or tomorrow and we'll set up a time to sit down and have a conversation. If it's a good fit, great! If not, not big deal. Cool? Awesome. Pleasure meeting you. Talk soon."*