

## EMPLOYEE PROPECTING SCRIPT

Hey... Can I ask you something?

-wait for reply-

You're really good at what you do... you have great energy/customer service... -pause-

Why do you work here? There's no way they're paying you very much...

What are they paying you, \$25-30 an hour?

...

That's it? I feel like you're underpaid.

...

You have the best energy and customer service I've had all day. Do you plan on working here for the next 20, 30 years/making it a career?

...

Listen, I'm a partner with a financial firm not far from here, are you open to doing something different even on a part time basis?

...

Okay let me get your number and I'll have my staff call you tomorrow.

What's your area code, 626?