

THEM: “Hello?” **YOU:** Hey. My name is Jim. Jim Stevens from Yakima, WA.
Did I reach [LEAD]?? **THEM:** “Yes.” [“No” --- are they there? Or terminate.]

Perfect. I called getting BACK to you, because a company we work with sent the information you filled out on their **work from home website**. And **THIS ISN'T A SALES CALL**.

We are **HIRING** about 30 people to work from home. Do you have a quick minute?
This won't take long. WFA (WFA = Wait For Answer)

My job right now ... is to **CONFIRM YOU ARE STILL LOOKING**. IF YOU ARE...
we **BOOK A 10 TO 15 MIN. APPOINTMENT WITH OUR INTERVIEWER**.

ARE YOU STILL LOOKING FOR SOMETHING TO DO? WFA

OK. As I said, we're looking to **HIRER** about 30 people to work at home, with your **PHONE** and **COMPUTER**. **Again, there's nothing to buy or pay here**. We're **HIRING**. Full-time, part-time, even **VERY** part-time is fine. **ARE YOU OKAY WITH THAT? WFA**

THE JOB... is **HELPING US HELP PEOPLE OWN THEIR ELECTRIC POWER and GAIN FREEDOM from the GRID**. We work with a **Solar Energy & Education company**.

You don't sell or install anything. Your job, is help people take their first solar step, which is seeing a **PRE-SOLAR ... Educational Presentation ... with us**.

DISCOVERY: WORKING? F-T / P-T? **\$\$ Goal?** Computer? Home Internet? Printer?
SPEAK TO THEIR \$\$\$ GOAL: You mentioned wanting \$____. That is totally in the ball park for what you'll be doing with us. As you get more experience, you can make more too.

Does this sound like something you could work with? WFA (deal with any easy doubts)

We know you'll have questions and the **PERSON YOU INTERVIEW WITH** will answer those questions. That will be [**interviewers name**] (or **JIM STEVENS**)

You'll need to set aside about 15 mins **ON ZOOM**. **Have you been on ZOOM before? WFA**
***** explain they just click the link / follow any prompts *****

So. We've covered some ground! SHOULD WE SET UP AN INTERVIEW? WFA

OK! I'm **TEXTING A LINK** to a **5 MIN VIDEO**. Watch it **before** your interview.
[**earn.youcansolar.com**] **Did it make it?**

Watch it as soon as you can. Write down any questions it brings up for the interview.

I'm on **THE BOOKING CALENDAR now**. **WHAT'S A GOOD DAY & TIME** for the interview? Figure about 15 minutes. WFA book.youcansolar.com

**** CONFIRM DAY / TIME & TIME ZONE - CALENDAR SHOWS YOU YOURS ****

Ok! **VERY IMPORTANT**. If you **CAN'T MAKE IT** let **ME KNOW** so we can re-book it with the **INTERVIEWER**. **RIGHT? WFA**

Perfect! Bring your questions from the video and we'll see you there.