

INTRODUCTIONS

(Merely list these below)

	Name	Home	Marr	Kids	Job	Age
1. Work with	_____	_____	_____	_____	_____	_____
2. Works for you	_____	_____	_____	_____	_____	_____
3. Eat lunch with	_____	_____	_____	_____	_____	_____
4. Brother	_____	_____	_____	_____	_____	_____
5. Sister	_____	_____	_____	_____	_____	_____
6. Who lives on your left? Right?	_____	_____	_____	_____	_____	_____
7. Relatives (in the area)	_____	_____	_____	_____	_____	_____
8. Closest friend	_____	_____	_____	_____	_____	_____
9. Father over 40 with children under 10	_____	_____	_____	_____	_____	_____
10. Working couple	_____	_____	_____	_____	_____	_____
11. Single working people	_____	_____	_____	_____	_____	_____
12. Is thrift minded	_____	_____	_____	_____	_____	_____
13. Financially successful	_____	_____	_____	_____	_____	_____
14. Recent job promotion	_____	_____	_____	_____	_____	_____
15. Is in business partnership	_____	_____	_____	_____	_____	_____
16. Company with poor or no pension plan	_____	_____	_____	_____	_____	_____
17. Owns a business	_____	_____	_____	_____	_____	_____
18. Service business (eg. Grocer, butcher)	_____	_____	_____	_____	_____	_____
19. Church, golf, football	_____	_____	_____	_____	_____	_____
20. Wealthy grandparents	_____	_____	_____	_____	_____	_____
21. Works afternoons	_____	_____	_____	_____	_____	_____
22. Works during night	_____	_____	_____	_____	_____	_____
23. Day off during week	_____	_____	_____	_____	_____	_____
24. Doctor-dentist-minister	_____	_____	_____	_____	_____	_____
S 25 Best salesman	_____	_____	_____	_____	_____	_____
T 26 Teacher	_____	_____	_____	_____	_____	_____
E 27 Enthusiastic	_____	_____	_____	_____	_____	_____
A 28 Ambitious	_____	_____	_____	_____	_____	_____
M 29 Needs more money	_____	_____	_____	_____	_____	_____

NOW: "I've just met a man/woman who has a great idea. I've asked him/her to call on you and I suggest you talk with him/her when he/she calls. His/her name is In fact, he/she is here right now, let me get him/her."

LATER: If asked: "What is it?"

Say: I'd explain if I could but I really can't. It's a good deal though and it's unique.
So talk to him/her when he/she calls and get all the details.
Just listen, it's worth the time! "