

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)?

Circle Top 3 Hot Buttons – (Why would they be looking at the business):

Money:

Supplemental	Financial Independence	Residual Income	College Fund	Retirement
Time Freedom	More Vacation	Career Change	Sick & Tired	Burnt Out
Secure Freedom	Be Own Boss	Work From Home	Helping Others	Capitalize on Contacts

Circle Top Three Positive Characteristics:

Well-connected
Go-getter / Ambitious
Sharp / Dynamic
Sense of Humor
Business owner / Mgr
Well-respected

Friendly / Fun
People-Person
Entrepreneur
Great Salesperson
Outgoing
Influential

Enthusiastic
Professional
Hardworking
Open-Minded
Intelligent
Business-Minded

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

Please Explain:

Circle Approach: Direct / Evaluation / Referral

Notes:

