Hello, I'm [NAME] with [COMPANY NAME] and I'll be interviewing you for the day. First I am going to start with some questions, then I'll tell you about how we work and what your responsibilities would look like day to day. Sound good?

Great!

Do you have a Pseudonym you use when you answer the phone?

Do you have a headset? (i.e. noise cancelling)

How is your internet speed? Do me a favor and go to speedtest.net and send me a screenshot of your internet speed. (*you're looking for solid download AND upload speed here)

Are you available to make calls during Eastern Standard Time?

Have you worked with a Predictive Dialer?
        (Send Salesdialers.com link to Prospective Hire)

We work on a 90-day probationary period to make sure we both are a fit for
        each other. We start 90-days through Upwork and then migrate towards
        PayPal after the probationary period ends. Ultimately, we want to make sure
you're happy working for us, and that we're happy with your results.

Here's what your day will look like Monday - Friday:

1st half of your day (4 hours)

- You will be Calling [INDUSTRY] Business Owners asking if they are in need of more business. If YES, forward their contact information to Position #2 (Closer) marked as a HOT LEAD in the dialer.
- If NO, thank them and go on to the next company.
- This is the only qualifying you need to do. (No rebuttals, no qualifying questions)

   Special note on Mondays, you'll be calling in the afternoon and the first half of Monday you'll be working on the other half. Tuesday, Wednesday, Thursday and Friday will be all calls for the first half the day

2nd half of your day (4 hours):

- You'll be using our lead generation software (we will provide you with access, so nothing for you to buy) Note: have them use Lead Kahuna or your lead generation software
- Sending out emails using Sales Dialers.

IF QUALIFIED based on how they sound and the questions above, then proceed to next steps, if not, move on to the next candidate

Here's what we're going to do next:

We are going to send our call script to you (Position #1). Please read through it at least a few times first, then record it and send it back to us. We prefer to have one recording. Please send us this ASAP. We will be reviewing your recording and several other candidates as well and making our decision by [TIME AND DATE].

Do you have any last questions for me?

(Answer questions then hang up)

Review recordings and continue on with the In House Call Center Setup Guide for Position #1.