

## KRUEGER BUSINESS TEAM

# QUALIFYING INTERVIEW (QI) CHEAT SHEET

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## **1. SET AT EASE**

- Your background and the purpose of today
- This is step 1 of our 3 step process
- No decisions today other than whether the outline we run through resonates enough to move forward to step 2 of that process

## **2. CONTENT**

- 2 sides of what we do:
  - Training & Development >> Leadership Team Development (LTD)
    - They teach / coach / train, here's what to do and what not do
    - In business for yourself but not by yourself
    - Due to LTD, no expertise or experience is needed - just need to bring characteristics to the table of being coachable, accountable, and ambitious
  - Infrastructure and Opportunity >> Amway Corporation
    - Manufactures and sells high quality, exclusive consumer discretionary brands such as home, personal, beauty, and health along with big box retailers you are familiar with such as \_\_\_\_\_
    - Essentially handle all of the "back office" tasks of running a business and provide the platform we leverage
    - We do not carry inventory, no door to door sales, no cold calling, we do not spam your social media. Most people have been contacted about doing something additional

with today's economic climate, but I can assure you what we do is different, professional, and produces real results.

- Income expectations:
  - Our goal over your 1st 30/60/90 days is to help you develop a base for your business that is paying you \$200-\$500/month and you know what to do / how to maintain it
  - From there, if you choose to, we can help you develop a larger business that, over your 1st 12/18/24 months, can create a \$2k-\$4k/month income
  - We have met people who took 20 years to accomplish this and have people who have done it in 12 months on our team. It's based on the 3 characteristics mentioned before.

### **3. BOOK INTO INFO SESSION**

- Promote speakers (DK & Robyn)
- Promote upline who will be doing the GSM
- Register them for the info session @ [www.kruegerbusinessteam.com/informationssession](http://www.kruegerbusinessteam.com/informationssession)