

Create a recruiting wave through Facebook

Step One: Initial Facebook Post:

Best if posting early morning (7am to 8am) or evening (5pm-7pm) when more people are on Facebook

Our office is looking for people to work from anywhere in the U.S. Online/remote work options available & full training provided! Part & Full time. Professional state & federal licenses paid for. Must be able to pass a background check. Who's interested? Or know someone who may be interested?

Step Two: Respond to Comments

When you get a comment, hit "like" and respond: I'll DM you with details.

When you get a direct message, respond with the message below.

Step Three: Direct Message

Hi _____, we're doing a webinar via zoom _____ evening at ____ pm. That'll give you a good overview of what we're looking for. Will you be able to log in to get the information at that time? (Tue 7pm / Thu 7pm / Sat 10a)

If reply is Yes:

Ok, I'll send you the link. You need to register in advance. Once you register you'll be sent a confirmation email. Just click on the "join meeting" link in the confirmation email 10 mins prior to the meeting to be able to enter.

If reply is No:

No worries, if I could get you in (day) at (time), could you free that time up?

Step 4: Send them the appropriate day/night's link for the Expansion Meeting listed below:

Nationwide Business Expansion: Tue and Thu 7pm

<https://us02web.zoom.us/meeting/register/tZYvcOqurzsG9DsQh5Sw-zRQIpJBWUrgIht>

Nationwide Business Expansion: Saturday 10am

<https://us02web.zoom.us/meeting/register/tZEqc-6qrDwuGNaRi-toNXNtmAXnwT8iBaMN>

Step Five: Immediately after sending them the link, send them this message:

I would hate to see you miss it due to technical difficulties, so could you text me as soon as you've registered so I know you are able to get in? (wait for answer)

Step Six : Set the follow up appointment:

Be sure to have your camera on and a notebook ready. I'll reach out right after it's over. It will answer a lot of your questions, but most likely will create more. Let's talk after to get those questions answered. What's the best phone number to reach you at?

If candidate still hasn't registered by then, send them text below:

I'm just checking in, were you able to get registered?

Step Seven: One hour before Expansion Meeting - Send message below:

Looking forward to seeing you in the webinar, please have your camera on and a notebook ready. Do you have your confirmation email ready?

Step Eight: After the Expansion Meeting, Call your guests and ask:

1. What did you like most about the meeting?
2. Do you have any questions?
3. Great, what does your schedule look like between tomorrow and ____ to do your interview, it will take about 45 min?
4. Just an option, but is there anything stopping you from submitting your application right now — we can do it on the phone — to get the process started, make sense?

COMMON OBJECTIONS

On the original post -- Can you tell us more about the position?

Make this reply public - post as comment in original post

There are multiple positions, part-time & full-time. I like to use the webinar to introduce candidates to all the information so they can see what they have the most interest in and as a screening tool to see if I have an interest in working with them.

What do you do?

We teach people basic financial principles, and then coach them to become financially independent... do you happen have experience in training others? (WFA)

If Yes:

Ok, great, the webinar will go into more details and answer most of your questions, we can talk right afterwards, fair enough?

If No:

Ok, no worries, the webinar will go into more details and answer most of your questions, we can talk right afterwards, fair enough?

SUCCESS TIPS:

When you know you have a teammate doing the facebook post...monitor their facebook page to provide them positive feedback, look for issues etc.

When you are at the webinar get there 10-15 mins early. Have YOUR camera on to set the example.

Take an inventory of who's in the meeting.

FOLLOW UP PRIORITY TIPS:

- 1) Start follow ups with those who were there and answered in the chat.
- 2) Those who showed up but didn't stay till the end. "Hey thanks for jumping in, did you get disconnected?"
- 3) Those who registered, that didn't show up at all. "Hey! Is everything okay? I missed you in the webinar tonight/last night?" Invite them to the next one.
- 4) Those who said they were going to register but didn't. "Hey sorry we missed you in the webinar, if I could get you into our next one on (day) would you be able to attend?"

Graphic for Instagram or Facebook use:

DO IT NOW!

OUR OFFICE IS EXPANDING

JOIN OUR TEAM

ALL OVER THE U.S.

- ***REMOTE OPTIONS AVAILABLE***
- ***PART TIME***
- ***FULL TIME***
- ***PROFESSIONAL AND FEDERAL
LICENSES PAID FOR***



Our office is looking for people to work from anywhere in the U.S. Online/remote work options available & full training provided! Part & Full time. Professional state & federal licenses paid for. Who's interested, or knows someone who may be interested?
-Thanks in advance :-)

