

# Recruiting Lead Tip Sheet

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Good solid leads not only increase your chances of recruiting new agents, they also increase your unit strength! To help you increase your recruiting success here are a few tips on what to look and listen for when gathering recruit leads.

- \* People who need extra money
- \* People who are bored
- \* Someone who is temporarily out of work (male or female)
- \* Party guests who give the most input about your product
- \* The guest with the largest order
- \* Guests who ask lots of questions
- \* Part time worker
- \* Mothers with small children
- \* Women whose families are grown
- \* People who bring extra guests to a show
- \* People who are not working now but would like to find something to occupy their time.
- \* Anyone who stares at you during the presentation
- \* The guest who picks up a product and demonstrates it
- \* The guest who lingers after the presentation
- \* The person who is naturally attracted to you as a person
- \* Anyone who needs money or is dissatisfied with their job
- \* The person who is looking to buy a car or any type of luxury
- \* People who want promotions at their job
- \* People who nod their head when you give your recruit talk
- \* The person who is kid crazy and needs a night cut
- \* The person who is 40 middle class and bored