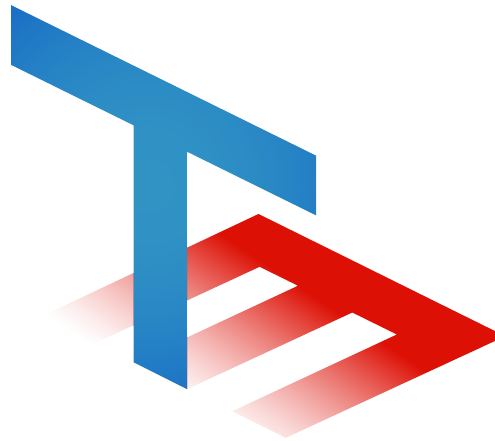


# Sales Superstar Strategy Recruiting Guidelines

These guidelines will help you navigate through the outline of how to prescreen potential Sales Superstars and save you hours of time.

by Ted Miller III



TRAINING  
**MASTERY<sup>3</sup>**

# Sales Superstar Strategy: The Prescreening Outline - Rejection

---

- The purpose of the pre-screening is to **quickly** determine if this is a potential Superstar candidate.
- Each prescreening should take **ONLY 5-10 min!**
- This may feel uncomfortable at first, but this initial ***rejection phase is CRITICAL*** to determine Superstar potential or not.
- **Don't go weak!** If they aren't a Superstar, you are doing both of you a favor.
- As a salesperson, they will deal with rejection and objections **daily**, you need to determine NOW if they have the confidence to handle it and sell themselves because that is what they will be doing with ***your*** products and services!



# Sales Superstar Strategy: The Prescreening Outline - Rejection

---

- Remember, each prescreening should take ONLY 5-10 min!
- Put an alarm on your phone and at 10 minutes interrupt the person and say, “I got to tell you something right now...”
- Then tell them what you like most about them.
- “Bob, you sound like a nice guy and if I was going to hire 2 people, I might even considering hiring you. You’re so nice.”
- Then...you confront them to see if they fold.



# Sales Superstar Strategy: The Prescreening Outline - 10 min mark

---

- “But I am not going to hire 2 people. I’m only going to hire one and I am only going to hire a Top Producer and I got to tell you Bob, I’m just not hearing it.”
- ***What do you think that person will say?***
- One of two things: They’re either going to **close** and get themselves that interview or they’re going to **fold** like a chair.
- If they fold, you just saved yourself a lot of time and money. Had you not done this, you may have hired them and they would’ve taken your leads, your top dollars invested in marketing and would’ve burned through them with little results.





# Rapport and Fact Finding

You want more? We have it. For only \$9.

The **Sales Superstar Strategy Toolkit** includes:

- Step-by-Step Guide exactly how to pre-screen a candidate in less that 10 min.
- How to write the perfect recruiting ad including an example you can use immediately.
- The character traits every true Sales Superstar has that you should look for.
- How to quickly love them “in and out” of your organization VS holding onto the wrong people costing you time, stress and money.

Got [www.trainingmastery3/salessuperstarstrategy.com](http://www.trainingmastery3/salessuperstarstrategy.com) and  
**get your Toolkit now for only \$7!!**

Answer