



**UBUNEX**

## RECRUITING FROM SPECIFIC INDUSTRIES:

**NURSE:** Wow! How long have you been doing that? We work with a lot of nurses like you. Correct me if I'm wrong but the reason many of them got into nursing is because they like to help people but at some point in their career they get burnt out and need an exit strategy. Is that true? Have you thought about doing anything else? We are always looking for great people. I can't promise you anything but why don't you give me your number and we can connect at a later time.

**TEACHER:** Wow, that's great. How long have you been doing that? We have been hiring a lot teachers part-time. The reason we like working with teachers is because they are great communicators and listeners. They like working with us because they are under-paid and never know if they are next to be pink slipped. Have you ever thought about taking your role as an educator in a different field? I'll tell you what- let me have your number and maybe we can chat over coffee sometime.

**REALTOR:** Wow! How is the market treating you? You know we are looking to partner up with a few really good realtors. We educate families on saving, getting out of debt and planning for retirement. While you are helping them get into one of the largest investments most families will make in their lives, what about educating them on how to stay in that home. You can add an extra service to your clients without costing them a dime and set yourself apart from the competition. Would you be open to talking more? Do you have a card?

**MORTGAGE:** Wow! How long have you been doing that for? I hear rates are low but closing loans these days is tough, is that true? You know we are looking for a good loan officer to partner up with in our office. We are in the business of educating people on saving money, getting out of debt and planning for retirement. You know all their assets on the 1003 and while the loans are closing we can make sure they stay in that property. Would you be open to sitting down and talking about that further? Do you have a card? Great meeting you.

**MILITARY BACKGROUND:** Wow! We are looking for people with a military background. What we love about someone with a military background is you have good work ethic and mental toughness. Military folks usually retire pretty early and are looking for a second career. Are you keeping your business options open? Let me have your number and we can get together and talk some more.

**ENTERTAINMENT BACKGROUND:** That's great. What area of the entertainment business do you focus on? We bring on board many people from your background. We are in the business of educating people on saving money, investing and planning for retirement. Many industry folks need either an exit strategy from the rigorous schedules or a way to fund their passion. Are you keeping your options open? Let me have your number and we can touch base at a later time.

**CPA/TAX PREPARER:** Wow that's great! How long have you been doing that for? Are you mostly busy around tax season or all year round? Are you looking to expand your book of business? The reason I ask is because we are looking for a good CPA to work with. I would like to learn more about your practice. Would you be open to meeting? Do you have a card?

**CHEF/COOK:** Wow! That's great. What type of food? Are you independent or do you work for someone

**FIREFIGHTER/POLICEMAN:** Great! How long. We have someone in your field that works with us. Have you ever thought about an exit strategy from your line of work?

**SOCIAL WORKER:** Great! How do you like that industry? How do you keep business separate from home? You must be great at what you do. We recently brought on board a social worker. What's great about social workers is that they are great with human nature? Have you thought about bringing what you know from social work into a different field? Close