PROSPECT:
You are a 19-year-old female, attending a local Community College. You attend full time as a sophomore. You are also a waitress at a local restaurant three nights a week. This helps to pay for books and any extra expenses. You would really like to have one job that could bring in the same amount of pay each week.

PROSPECT:
You are a single mom sitting in a McDonald’s Playland with your local Mommy and Me group. You have a twin 4-year-olds. You meet every Tuesday so your children can interact with other children and you can spend time with other adults.
Scenario 3
Prospecting

Scenario 4
Prospecting
PROSPECT:
You are a single mom with teenage children working two jobs. You have a 15-year-old daughter getting ready to start high school and a 19-year-old son who is in his second year of college. You work in a bank during the day and teach aerobics at night. Even with both jobs, you would still like to contribute more to your family's income.

PROSPECT:
You have been retired for 4 years and have been working at Wal-Mart for the past 3 years. Your pay check is not really enough to make ends meet but you do not want to go back to a 9-to-5 job.
Scenario 5
Prospecting

Scenario 6
Prospecting
PROSPECT:

You have been a computer programmer at your local utility company for 10 years. You would really love to change careers but you do not want to have to start over with another company. You have established yourself at your work place and are hesitant to make a change.

PROSPECT:

You were employed as a librarian at your local library for the past 15 years. Due to funding cuts, the library can no longer keep all of the employees. You’d love to be able to help organize a Fund-raiser to help keep the library going while looking for a new job!
Scenario 7
Prospecting

Scenario 8
Prospecting
**Scenario 7**

**Prospecting**

**PROSPECT:**

You have been helping your daughter raise your three grandchildren because she is a single mom. You watch them every day after school. You would love to be able to help more but you are on a fixed income.

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**Scenario 8**

**Prospecting**

**PROSPECT:**

You have been married for eight years. You have no children and work full time in a law office. Your husband is on the road a lot with his job. When you come home from work you would like to be able to do something else. You’re looking for something you could do that is social, fun and where you can create your own schedule.
**Scenario 9
Prospecting**

**PROSPECT:**

You have three children under the age of 5, two who are 5-year-old twins and one 2-year-old. You have been out of the work world for the past 6 years. You worked prior to marriage and babies. You would love to do something besides being a stay-at-home mom. You discussed it with your husband and you both are concerned that if you go back to work you would be spending what you earn in day care.

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**Scenario 10
Prospecting**

**PROSPECT:**

You have been happily married for 38 years. You are looking at retirement in the next four years and your husband will be retiring shortly after. You both feel that you cannot retire full time, and you would like to do something on a part-time basis.