

SCRIPTS: CONTACTING YOUR PROSPECTS

One-on-One Meetings:

You: Hey ...Tom..., this is ...Sam..., it's been a long

Me: How about we catch-up next week/ tomorrow/ next month/....

OR

How about we meet for a breakfast... lunch... etc. How does (7:00am) _____ at _____
(restaurant) work for you?

Make this a meeting to F.O.R.M the prospect and utilise the time to interview them.

NOTES

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Hot and Warm Markets (Re-Connect):

You: Hey (First Name), how are you? (chat informally and use the F.O.R.M model to construct the conversation).

- **F:** How is your family...
- **O:** Are you still working at (Name of Workplace)? How do you like it there?
- **R:** How is your golf... football...
- **M:** "I'm calling to talk business..., an opportunity has been presented to me recently and I would like to run it by you to see how you can assist me..."

"Have you ever thought of a business outside of your current occupation: (law, insurance, real estate, etc.)"

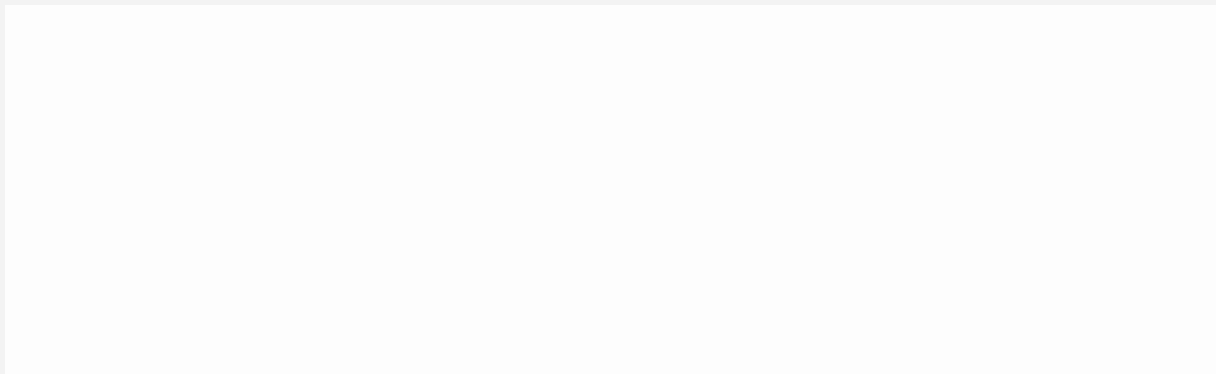
"I need your help, I have recently started a business in the health and wellness sector and would like to pass some information by you if you are willing to help me out. When can I pass by yours?... what's the best email..."

"Would you be open to attend an online webinar.../ live event.../ for a brief intro on a business I am working on? This will allow you to know how best you can be of assistance?"

If they ask for more information right then say:

You: I am sure you have questions and I definitely want to give you answers, but it is the big picture that I want you to see first than I can fill you in on the details. That's what's in the webinar/ event/ meeting I'm sending you is about (First Name), can you promise me that you'll watch it/ attend. So let's talk on ____ (set up a specific date and time), or we'll talk after the event."

NOTES



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Cold Market Contact:

Ideal for starting a conversation with a purchased lead or leads generated online:

Remember you are a Network Marketing Professional and are looking only for those people looking for you or the opportunity you have to offer. We do not beg or force people to join us; we use attraction and influence to win them over.

When you get on the phone with somebody, the ultimate goal is to get to know him/her i.e. **F.O.R.M.** – genuinely make somebody's life better than it was at the point of meeting.

REMEMBER we help and offer people an opportunity to solve health, relationship & financial problems.

If you invest your time into making people's lives better, they will freely give you their recourses as a rewards. Be intentional and determined to help as many people make decisions as you can.

"If you help enough people get what they want, you will get what you want and more"

- Jim Rohn

You: Hello, (First Name), how are you today? This is (your name) calling you back. You recently completed an online form requesting more information about {what did they ask information on} working with .../ working from home/ becoming a Re-Seller with ... what can I do for you?"

NOTES

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F.O.R.M to CONNECT and follow the necessary script.

You:

- "What did you like most about what you saw?"
- "What attracted you to requesting the information about.....?"
- "Why would you like to....., what motivates you to want to...?"
- "What things would you want in your business?"
- "What's your current occupation?"
- "What does ... extra income mean to you?... success mean to you?..."
- "If I..... would you....?"

Write down everything they say, because if you LISTEN, that person will tell you exactly how to close them, what and why they will buy, or what it will take them to get started as an IBO.

You: Okay, (First Name), I'm as committed to your success as you are, meaning if you put in 80% effort, I will help you with the 20%. There are two key steps to get you started on the FAST Track so you can be on your way towards reaching your goal.

The first step is to get your registration order out of the way followed by attending a webinar/ participating local live event or Monthly training where you will learn the basics of Getting Started Right. How does this sound?"

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