

Lead Invite Script

Hi, is this _____? Hi _____ it's _____. I'm calling you back with the information you just requested from our website about making money from home.

PROBING QUESTIONS:

I'm kind of curious _____, how long have you been looking for a way to make some extra money?

_____, what changed in your life _____

(use their answer ie. Six months ago, 1 year ago.)

What do you do for a living?

Really? Well what kind of money on a monthly basis are you looking to make? (Part-time or Full-time income)

(PAUSE – Listen to answer)

_____ (name)... Sounds like this is really going to work for you.

Now as you can imagine, we get hundreds of requests every day from people looking for a way to make some additional income. So we've found the easiest way to get the information you requested is _____ (over the phone, by meeting face to face, using a website) Does that make sense? (Wait for a response)

What I'm going to do is just _____ (put you on a conf. Call, send you to a website, set up an appt. to meet) you can find out everything you need to know so you can decide whether or not this fits for you.

So, _____, let me ask you really quick. If you like what you hear, (see) are you prepared to move forward, or is someone else going to be involved in the decision as well?

(If the answer is " yes, I will be talking to my spouse" ...then say....)

Great _____. Then we need to set up a time for the two of you to get this information together, so you can both make an educated decision.

I've got an opening at ___ and ___ o'clock....which time would work better for you?

(If they don't choose either time, then pick another time/day and set the appointment.)

By the way, _____ is there any reason why you wouldn't be able to _____ (get on the call, meet, see the site)...any natural disasters that'll be coming up, major tornados, floods coming up?

Great...if anything does come up, for ANY reason, I want you to give me a call, because I've got people literally waiting in line to get their hands on this information.

Warm Market Invite Script

Hi _____, Its _____. I thought I'd give you a quick call...I just found a way to make a bunch of money part time from home. It looks like an absolute home-run! Now I don't expect you to have any interest, but I just wanted to give you a call and let you know what I'll be doing so you can support me in my decision.

You do support me...don't you?

(If the response is something like...sure ! or OK! I'll do that...)

then say: Great! Talk to you later. (Hang up)

(If the response is something like ...Ok! Let me know how it goes...)

then say: Sure ! Talk to you later (Hang up)

(If the response is something like...What is it? OR What's it all about?)

Then say: Oh! The business? You know I only have a minute right now, but I promise I'll give you a call in the next couple of days and fill you in. OK?

Talk to you later (Hang up)

NOTE: Make a note next to each name as to which response they gave. It will come in handy later. Those that say " What is it?" , call back with your upline on a 3-way call in 1-2 days.

Call Back (1-2 days later):

Hey _____, Its _____. You know how I promised you I'd give you a call and get you the information about making money from home?

Well, as you know, I'm just getting started, so I wanted to introduce you to my mentor _____ who is on the line with me.

Edify, then Introduce Upline

Upline uses lead invite script.

"After the presentation" Script

First Attempt

Hey _____ pretty exciting information wasn't it?

Let's get your business started.

(PAUSE)

Did you want to use Mastercard or Visa?

Second Attempt

Hey _____, let me ask you this...you strike me as someone who is really looking for something...are you serious about making money?

Let me ask you...Do you understand how everything works? You understand how you get paid, the bonuses, everything?

Then _____, is it possible that you feel a little fearful about doing this by yourself?

(If yes, then...)

_____, I understand exactly how you feel. In fact, when I started my business, I felt the same way...here's what I find...as soon as I help you put Just _____people in your business, and you get your money back, you're going to feel a whole lot better. Would a check in your hands make you

feel better?

Terrific, let's get started.

(PAUSE)

did you want to use Mastercard or Visa?

MONEY

Really?

_____, let me ask you a question. How long have you been dealing with this kind of a financial situation? (wait for answer)

You don't want to spend the rest of your life struggling for money like that, do you? (Wait for answer)

Then let's do something about it right now! Let's get your business started. (PAUSE)

(If they still say they have no money, continue on...)

Then _____, one of 2 things is happening here. Either you really don't have the money (but you'll do whatever it takes to find it) or you really do have the money but you're just afraid of getting your business started.

So which one is it?

(Wait for response... If they are afraid, continue on. If money is the problem, skip to " if they don't have the money" below.)

Let me ask you this question _____...

You already know I do this really well for myself, but do you see how I'll be doing the same thing for You now, that is...helping You et people in the business so that you make money?

(PAUSE)

terrific, then, you should get your business started, so I can start helping you make money tonight/tomorrow

did you want to use Mastercard or Visa?

(If they don't have the money...help them GET the money. Here's some ideas to get you started)

- Take it out of the household budget (make it right back)
- Borrow from friend/family
- Get a high interest rate loan
- Is your car paid off? If so, go down to your bank and get a 60 day note and pay it off with your business
- Part time job

THINK ABOUT IT

Oh sure, no problem_____, I'll hold on (PAUSE)

If they say " Oh no, I mean think about it overnight/over a couple of days", etc., then say:

Let me ask you a question. You mentioned to me that you have been in this financial situation for _____ (weeks/months/years) right?

(TAILOR TO THEIR PAIN FROM THE INVITE)

Can you think of any reason why we shouldn't move ahead right now?

_____, wouldn't you love to go to bed tonight knowing that you've solved your financial problems?

Lets get your business started. (PAUSE)

SPOUSE

Hey great! Let's get (him/her) on the phone. (Wait for response)

(They'll probably say " not right now" , " they aren't home right now")

It doesn't matter anyway, because earlier you mentioned they wouldn't really be involved in the business with you.

Let me ask you a question, _____what do you typically spend on groceries each month?

For Female: Do you have to get an OK every month when you buy groceries?

OR

For Male: Does your wife need to OK that with you every month?

See, you've been in this bad situation for _____(days/weeks/years). Aren't you sick and tired of felling the pressure?

Isn't it time we got that out of your life. Let's change your life tonight!

Let's get your business started. (PAUSE)

If they really need to talk to their spouse to make a decision:

Now _____, can you explain the last 30 minutes worth of information word-for-word to your (husband/wife)?

You're right! So can I make a recommendation? Allow your _____ to listen, to get the information just like you did. That way, you can talk apples to apples.

Here's all you need to say to (him/her) "I like what I heard, but you need to hear it too!"

That makes sense doesn't it?

Great! What night do you want to listen in on the call?

(SECURE AN APPOINTMENT)

Answering Machine Script

Hi _____(first name), it's _____, calling you back with the information you requested from our website about making extra income from home. Apparently, we missed you.

So, we'll e sending you an e-mail today as well. When you get it, simply hit "reply" and let us know if there is a better time to reach you...and either I, or one of our associates will call you back during that time.

Have a Great Day!