

Hi _____, this is _____. I'm calling you because you were referred by _____ as someone who may be open to getting involved in a business of your own. So I wanted to give you a quick call and find out.. Are you **open** to other options to generate income part time if it didn't interfere with what you are currently doing?

(Pause.. and wait for an answer)

I have my associate _____ on the phone with me. (associate say: hello)

We realize you weren't expecting our call and we have a number of people to get back to ... so we'd like to make this real quick if that's ok?

So _____, You said that you keep your options open, right.. Is it safe to say you're looking for a business.. not a job, is that correct? Just curious, may I ask why you are open to other options to generate income?

(Pause.. and wait for an answer)

_____. Let me ask you this. Other than the money itself, what is it exactly that you are looking for? In other words, what specifically will you be able to do when money isn't an issue?

(WRITE DOWN THEIR ANSWER!!! This is absolutely critical. You will get answers like: "I will be able to put my kids in college", "I can bring my spouse home from work", "I can finally afford to buy a house", etc. This is their WHY! Remember it.. and write it down.)

Just to let you know.. we're looking for sharp people who are serious about generating income.. right away.. so we're not looking for just anyone, if you know what I mean (*hahaha*)

So I need to ask you a quick question if that's ok?

If there was some pretty good money on the table for you.. on a scale of 1 to 10, How serious are you about taking a look at some information to find out if we are a match for what you are looking for?

7-10: 'Proceed' 1-6: 'Not a problem _____'. It sounds to me like this is obviously not for you. Who do you know that may be interested in a business like this'?

Ok, _____, in just a few moments, we're going to give you the first step in the information process. We're going to show you exactly why the system we use is different than anything else you have seen and exactly what you have to do to make money, which are probably the most important things you need to know, right?

First we have just a few quick questions for you:

1) What are you currently doing for a living? How long have you been doing it? Can

you see yourself doing it for the next 10 years?

2) What type of income every month would make a real difference in your life right now?

_____, I want you to know.. that is very obtainable for you with this business and our system!

3) Do you know the difference between linear, residual and leveraged income?
(Briefly explain this and tell them we are offering both residual and leveraged income)

4) Do you have a minimum of 10-15 hours a week to put into building your business?

5) And the last question _____, is.. (Pause), when we show you a simple business, with an absolutely proven track record, with a successful team to support you every step of the way and you clearly see yourself earning the type of income you desire working flexible hours from home, after "thoroughly investigating" it to your satisfaction, could you find the capital of __\$ to start right away?

"Great! The next step of the information process is to share with you an overview of what this program is about. You'll want to take some notes while you're reviewing this information. Now, keep in mind, after going over this information, most people feel 1 of 3 ways."

- 1) They like what they see and they're ready to get started,
- 2) They like what they see but need more information, or..
- 3) It's just not for them right now.

Whatever you decide is just fine with us. I'll give you the facts and all the information you need, so that you can make an intelligent decision as to whether or not this is suited for you. Is that fair enough?

Ok _____, do you have a pen? Great. Here's the first step in the research process (send them to a video conference or website - give specific instructions what they should look at or do).

Cool! When in the next 48 hours will you be able to review the information and be available for me to follow up with you and answer any question you may have? (make appointment)

_____, I want to assure you nothing personal nor professional will keep us from this appointment. We value your time and we take our business very seriously. Can we ask the same professional courtesy of you.. are you the kind of person who keeps your appointments?

Great! We're also going to send you a quick follow up email with the subject: Following up on our phone conversation (confirm their email).

We look forward to reconnecting with you _____(date) at _____(time).

Thank you for your time.. Bye for now!