

INVITING SCRIPT:

(Important do not make calls without first role-playing with your up-lines!)

- 1) Do you look for at other ways of making money?
- 2) Relate (Relate to your prospect. Insert your "Your Objective" or Reason "Why")
- 3) Online Store Front & Utilities
- 4) Edify the Presenter
- 5) Setup Confirmation Call

EXAMPLE INVITE:

1) *Hi_ this is __, how are you? Do you have a minute? (Listen)*

What are you doing _____ at _____?

Do you look at other ways of making money?

2) *(Me too....) I realized that what I'm doing is not going to get me where I want to be. So I started looking for something. When I saw this I immediately thought of you....*

3) *I/We just opened an online storefront where we can get paid when people pay for Utilities and other bills!*

4) *And I've met an individual by the name of _____ who is expanding the business in our area, and having tremendous success; He/She is extremely busy and this maybe the last time I can get Him/Her to do this for me. I am inviting a handful of people over for a grand opening at my place _____ at ____: __ and I really want you there. Can I put you down as coming? (Always insist they bring their significant other!)*

5) **IF YES** – *Someone may be calling you to confirm the appointment. See you (Day & Time).*

FOR ALL QUESTIONS – *It's about the deregulation of utilities. He/She will be over at my house at date/time to explain this business to both of us. The reason I was calling you, was to help me evaluate it. Can I count on you to be there?*

- **For all Prospects with multiple questions do a three way call with the presenter.**

Do not call your contacts without first roll playing with your Mentor/Upline ETT