

INVITING SCRIPTS

Key Tips to effective Inviting:

1. If you know your prospects pain (that is you know what financially they are looking for then use that – for example if they have a big debt load then tell them I have found your solution!)
2. Your call should never last longer than 45 seconds.
3. Never answer any questions other than what is recommended here or you will be caught in a trap of answering questions. Remember the less you say the greater chance they will come!
4. Confirm their attendance the morning of the PBR. But do not call and say I am calling to confirm your attendance. They already confirmed so call to let them know something about the event that will get them excited. For example you may tell them about who the person coming who is coming to your home is. Or you may tell them to dress sharp and not to be late because you have some VIPs coming that you want them to meet.

MAIN SCRIPTS

Close friends and family:

Script #1

IF YOU KNOW THEIR PAIN:

Hi _____, how are you? Do you have a minute??? Great! I am some amazing news for you! I found a solution for your _____ (their WHY). Be at my house on _____ at _____ and I will tell you all about it. Don't ask me any questions just be here and I will tell you all about it and you will thank me for the rest of your life!!

Script #2

“Hi _____ how are you? Do you have a couple of minutes? I have a very important question to ask you! Are you open to evaluating an opportunity to make money outside of what you do?”

NEVER MOVE ON WITH THE CALL UNLESS YOU HAVE A YES OR NO!!!

If Yes:

I am having a PRIVATE and EXCLUSIVE meeting at my home on _____ at _____. Can you make it?

If Yes then: Great! Dress sharp and do not be late! See you then!

If NO:

Wow that's amazing that you have all the money and free time that you need. But who do you know that is looking to make incredible money and free up their time as well?

If Maybe/Depends:

Well of course it depends. But are you open to evaluating an opportunity to make extra money in addition to what you are doing right now?

If they say Depends again then Repeat above. If they say Depends a third time then say:

"We are going in circles here, it was great speaking with you but I need to go. Have a great day!"
(Quickly get off the phone and keep making phone calls you have no time to waste! NO CHIT CHAT!)

If they ask questions:

"Due to the time sensitive material we will cover I cannot get into over the telephone. I need you to see this, the same way I did and you will not believe it when you see this! Can you be at my house for my private meeting on _____ at _____ pm!"

If they cannot make it:

"When is the soonest that we can meet?"

Script #3

"Hi _____, Do you have a minute?"

I have a huge favor to ask you. We are starting a new family business because _____ (your why), and before we invest a ton of time and money we would like you to come over and take a look and give us your opinion.

Are you available for an hour on _____ at ____pm. It would really mean a lot to us.

People you look up to:

Script #1

"Hi _____ how are you? Do you have a couple of minutes? I am calling you because I need a favor. You are someone I really respect in business. You have done some pretty amazing things.

(List a few of their ACCOMPLISHMENTS that you admire)

I am starting an incredible business project and it would really mean a lot to me if you could give me your opinion on it. Are you available for 1 hour on (date) at (time)? Your insight would be incredibly valuable to me.

OR GO MEET THEM AND TAKE SOMEONE THAT CAN PRESENT THE BUSINESS WITH YOU.

THE INTENTION WHEN YOU MEET THEM IS TO SHOW THE ACN OPPORTUNITY TO GET REFERRALS AND NOT NECESSARILY TO RECRUIT THEM! THIS IS VERY IMPORTANT! GET 5 TO 10 REFERRALS.

Script #2

“Hi _____ how are you? Do you have a couple of minutes? I am calling you because I have just received information about a business project that I am really excited about which was just featured on Celebrity Apprentice! Since you are someone I really respect it would really mean a lot to me if you could give me your opinion on this amazing business project. Are you available for 1 hour on (date) at (time)?”

Alternative Inviting Scripts

Close friends, family and co-workers:

“Hey what are you doing tomorrow night at 8:00 pm? I found a way that every time somebody watches TV or pays their phone bill we can get paid. This guy I am working with makes a lot of money and he asked me if I knew anybody really ambitious, and I told him about you! You need to meet this guy, he is like the Bill Gates in this industry.”

What to say Professional to Professional:

“What are you doing tomorrow night at 6:00? I’m working on a project and I’m looking for a few key people to partner with. Are you open to evaluating a way to make money outside of what you currently do?”

If they ask questions:

“Basically, we are going to make money every time somebody pays their phone bill or watches TV. You have to see this the same way I did! Be at my house at 6:00 pm!”