

Initial Calling Script and Follow up

Mastering the Simple

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Initial calling script:

_____, My name is _____, I calling you because You recently expressed an interest in making some additional income by working from home!



1. Are you interested in a Part Time Or Full Time Option?
2. Would you be interested in a job or becoming an Independent Business Owner, where you can set your own hours and income?
3. Provided you qualify, how much time would you be willing to invest in a business venture?
4. Based on finding the right business how much income would it take to get you committed to working () Hours.

Wrap up!

I think I have something that could fit what you're looking for! I need 10 Minutes of your time to watch a video, that will explain everything that we do! This should give you a really good idea of what's involved and will allow, to go further in your search..... Would now be a good time?

Basic Objections:

1) Don't have any money!

A) I can appreciate that...tell me how many years have you been in the workforce...15...20? So you mean to tell me you have been in the workforce for xx years and what you are saying is that you don't have (\$500-\$1,000) to invest in a business that could create true wealth in the next 3-6 months? How Does that FEEL?

B) Isn't that the EXACT reason you should be looking at doing something about it? Something unique, out-of-the-box, and that YOU own?

C) Let me ask you this, If your hot water heater (refrigerator, furnace, tires on car vandalized, etc.) were to give out and you required \$600 to replace it immediately, how long would it take you to FIND the money?

2) I Don't Have The Time!

A) What is your short term plan to overcome that situation?
And Your Long-term plan?

B) If I could show you how you could begin Leveraging your time off the efforts of a marketing team that I will assist you with building, would it be worth your TIME to take a serious look?

C) If you continue doing, what you are doing how long will it be for you to get your time back.

D) Do you enjoy having no time? Do you enjoy what you are doing that leaves you with no time? If I could show you an exit strategy to that situation would take a serious look?

E) Do you feel like your life is not your own? When will you be ready to take your life back? I can show you a way.

3. I'm looking For A Job!

A) How long have you been looking for a job?

B) Have you ever considered operating your own business where you can create the kind of income you would expect from a job, but have no ceiling on the level of income you can create?

C) Have you ever considered taking the Skills and talents that you bring to the marketplace and utilizing them to create an income stream through your own business?

D) Have you ever considered having the freedom to create as much income as you want based on your effort in operating your own business (from home) rather than being confined to an income cap inside of a job.

E) Have you ever considered what it might be like if your commute was down the carpeted freeway from your bedroom to your home office, instead of the asphalt freeway to someone else's business that you work for 15, 30, or even 60 minutes away?

Very important point to remember:

Always ask an either or question. For example are you looking for full-time or part-time income?

Don't ask if they signed up online assume they did or else we wouldn't have their information.

Basic Objections: Sometimes a simple answer can solve someone's thinking indecision. Learn the responses to these objections and you can use them when appropriate.

Here is a voice mail drop message: (1st Message)

Hi, _____. This is _____ calling from _____ Florida you asked for information saying that you had an interest in learning more about our home-based income project.

I just wanted to follow up and help you get all the information you need, and to answer any questions. Could you please return my call? (leave your phone number here) .

I really think you'll like what we have, and I'm looking forward to speaking with you for a few minutes.

By the way, if I happen to be busy on another call please leave your phone number and the best time for me to call you back. Once again, this is Ron and my phone number is. Have a great day...

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Voice Mail drops are very important: people have call screening on their phones if they don't recognize your phone number they may let it go to voicemail. So it's important that you have a brief concise message that has a call to action. This needs to be very short and to the point it is not an opportunity meeting.

The Final message script: (2nd Message)

Hi _____, this is _____ calling again from _____ Florida, I'm leaving you a second and final message as a reminder, the requested information saying that you had an interest in learning more about her home-based income project.

I wanted to try you one more time so that I can get you all the information you need and answer any questions that you may have .

If you're still interested in a home-based income please return my call. I really think you'll like what you see and I'm looking forward to speaking with you. Once again, my phone number is..... M. I hope we speak soon.

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A final call voicemail drop is also a great last step call to action. Leave a brief and concise message.

I tried to reach you email letter.

Hi, John. This is _____ from _____ Florida.

I believe you recently requested information about an exciting and profitable home-based income project.

I just wanted you to know that I've been trying to follow up but unfortunately haven't been able to reach you by phone. The reason I called was to get you any information you might need and answer any questions.

I'd really like the opportunity to learn more about you and what you're looking for, and of course, to see if our project is right for you.

John, could you do me a small favor? Would you mind responding to this email (or give me a return call) and let me know if you're still looking for some extra income? I'd really appreciate it.

If you already found something else or no longer interested no worries. Just drop me a quick email and let me know so I can take you off my list.

Thanks again John, I hope we get to meet send Phone please drop me a quick email or leave me a phone message either way.

Thanks in advance,

Leave your contact into here!

Resources:

Free Weekly Live Training Calls:

We provide ongoing free live training calls, we call our leads on these calls and let the audience listen to the responses from the prospects. Then we do an analysis on each lead and what they have said and give you an insight. To register for these calls visit:

<http://leadpower.net/livedials>

Training Website:

You're invited to register and get the first four training modules absolutely free, mlmwealthtraining.com is a network marketing training site that teaches you in 21 modules what it takes to be successful in network marketing. Register here for your first four trainings:

<http://leadpower.net/MLMWealthTraining-Intro>

Lead Specials

Having people to talk to is the key ingredient to network marketing success we have a special package available. You get 600 telephone interviewed leads, these are people that we spoke to and are interested in hearing about a business opportunity to work from home. You get 30 leads a day for 20 days, this gives you enough contacts to sort through and find the interested and qualified prospects for your business at a very affordable cost. The price is \$135.

<http://leadpower.net/135>

Questions

If you have any questions, you can call our office between 10 AM and 5 PM Monday through Friday. The telephone number is 423-536-6302.

