

## Prospect/Candidate Script Outline

**Step 1: Be in a Hurry**

**Step 2: Compliment the Prospect**

**Step 3: Make the Invitation**

**Step 4: If I\_\_\_\_, Would You\_\_\_\_?**

**Step 5: Get a Time Commitment**

**Step 6: Confirm**

**Step 7: Get a Time and Number**

**Step 8: Get off the Phone**

***“Great. We’ll talk then. Gotta run!”***

**Step 1: Be in a Hurry**

**"may I speak with NAME please"**

NAME SAYS: this is he/she

- **“Hi NAME, I don’t have a lot of time to talk, but the reason for my call is that you recently submitted a request to earn some extra income from home”**
- - ***“Are you still open to earning some extra income?”***

This is a psychological issue, but people are always more attracted to a person who’s busy and has things going on. If you start every call or face to face conversation with the feeling that you’re in a hurry, you’ll find your invitations will be shorter, there will be less questions and people will respect you and your time much more.

**Step 2: Compliment the Prospect**

**"Its always nice to talk to like minded people with a vision for themselves"**

**or**

**"You have a good voice on the phone" (if they do)**

This is critical. The sincere compliment (and it must be sincere) opens the door to real communication and will make the prospect much more agreeable to hearing what you have to say. The key to the compliment is it must be sincere. Find something you can compliment your prospect on and do it.

**Step 3: Make the Invitation**

***“I have something that might interest you. Now’s not the time to get into it but...”***

#### **Step 4: If I\_\_\_\_, Would You\_\_\_\_?**

You're not going to offer your 3rd party tool, unless they agree to do something in return.

***"If I gave you a link to an online presentation that explained everything, WOULD YOU click on it and watch it?"***

**If you've done the first 3 steps properly, the answer will be yes.**

If they ask for more information first, just respond with **"I understand that you want more information, but all of what you're looking for is in the Link. "**

**The fastest way for you to really understand what I'm talking about will be to review that material. So, if I gave it to you, would you review it?"**

If they say no, they won't review it then thank them for their time and move on. Also, review steps 1-3 to see what you could have done better. Do NOT still give it to them.

#### **Step 5: Get a Time Commitment**

***"When do you think you could watch the link for sure?"***

Don't suggest a time for them. Ask the question and have them give you the time. If it's not definitive "I'll try to do it sometime", then tell them. "I don't want to waste your time or mine. Why don't we just try to lock in a time you'll have seen it for sure?"

**The key is to get them to say YES a second time. Saying yes to step 4 is NOT a commitment.**

#### **Step 6: Confirm**

**If they say they'll watch the link by July 1st your response should be:**

***"So, if I called you on July 2nd, you'll have watched it for sure right?"***

The key to step 6 is they've now said 3 times that they'll follow through and they've done it all by themselves. They've set a real appointment with you for the future.

#### **Step 7: Get a Time and Number**

***"What's the best number and time for me to call?"***

Now they've said yes 4 times and the chances they'll follow through has been increased from less than 10% to over 80%.

**Note:** Please put this appointment the calendar provided in HomeSuccessPro and click to quickly add it to the calendar on your cell phone so you don't forget

#### **Step 8: Get off the Phone**

Remember, you're in a hurry right? The best thing is to say something like  
***"Great. We'll talk then. Gotta run!"***

This script has been adapted to your inbound leads based on the network marketing pro training by Eric Worre available

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