

Hi is _____ there?

Hey _____, this is MY NAME calling you back. I noticed you visited my website and I understand you're looking for a way to generate some extra income from home, is that right?

Great _____, How long have you been looking for something? (LISTEN)

Oh, really. (This is more an inquisitive "tell me more" statement than it is and "ok noted" statement)

Did something change in your life (THIS LONG) ago that made you want to start looking for a way to bring in some extra income?

(THIS IS THEIR "WHY" - LET THEM TALK! - The more they talk, the more rapport you build. DO NOT INTERRUPT THEM, other than to ask questions of interest to get them to talk more, like "really? Tell me more about that...")

Wow. Sounds like you definitely need something. Let me ask you this, how much additional income do you need to earn per month to allow you to accomplish (REASON THEY JUST TOLD YOU THEY ARE LOOKING FOR SOMETHING)?

Ok, so if we could help you make (approximately 25% more than what they said) in the next 6 months or so on a part time basis, would that be something you'd want to take a serious look at?

Great, do you have 15 minutes RIGHT NOW, to learn how to make _____ (that amount of money)?

Great, write this down

Again my name is (MY NAME), and my number is (MY NUMBER).

I want you to.....

(This is where you send them to a conference call, either live or recorded, or direct them to your website.)

As soon as you've done that, call me back and we'll see if its a fit for you.

OR, you could say: Great, do that now and I'll call you back in 15 minutes and we'll see if its a fit for you. (this way gives them more urgency).

AFTER THEY'VE DONE THAT:

_____, Pretty exciting, huh?

What'd you like best about what you heard? (RELATE TO THEM. "Yeah, that's one of the main reasons I got started.")

What else did you like? (LISTEN AND RELATE)

Great, well _____, sounds like you see the power of this system. How soon do you want to start making money?

SIGN THEM UP!

IF THEY START ASKING QUESTIONS, SAY:

Thats a GREAT question. Let me introduce you to the person who introduced me to this business. I want you to see the team you'll get to work with and also answer that question, hold on 1 sec. (Do NOT ask them if it would be ok, just tell them to hold on one second and 3 way in your upline.)

Once your upline gets on the phone. Say, (UPLINES NAME), I want to introduce you to (PROSPECTS NAME). (PROSPECT), (UPLINE) has been in the business for quite a while now and is having a LOT of success. He's helping a LOT of people make money. And (UPLINE), (PROSPECT) is a VERY sharp person and had a great question that I know you'll be able to

explain very simply, so I'll let you take it....

Then **BE QUIET. LET YOUR UPLINE WORK. DO NOT INTERRUPT AND DO NOT SAY ANYTHING. JUST TAKE NOTES** because you are going to be doing this for your team so it is very important you pay close attention and learn as you earn.