

Making the Initial Contact!

Class by: Karlyn

Some Details and Topics include:

- Learn the #1 purpose of the initial contact: **Establish Trust**
- The primary difference in the mind set between professionals and amateurs
- Have the right mind set when making the initial contact so you can connect with your prospect and *build trust*
- Get to know who they are, discover the prospects needs, strengths and goals
- Build a connections between your prospect and your business opportunity
- Your focus should and should NOT be on when making the initial contact
- Make a friend fast (F=Family O=Occupation R=Recreation M=Message)
- Learn how to ask the right questions to discover their needs, strengths and goals
- Develop the posture and the authority of a business developer, not a sales person
- To get them to reveal to you who they are and how to recruit them (Ask Questions)
- Learn to posture, match their body language and relate to them
- How much time to spend building a rapport and getting the prospect to talk about them selves (5 minutes)
- Turn your initial cold contact into a warm market (200 Resource names) (20-30,000 looking for a bus daily)
- Learn what your prospect truly cares about, learn this and you'll be years ahead of the competition
- Let them talk about them selves
- How to deal with the person who sounds or acts like they have everything and don't have any needs or goals
- Ask for referrals, "Who do you know?" YOU! Tell me why?
- Words to stay away from (Good Words - Bad Words) No DEALS
would you be interested in.../ I have a business opportunity for you / meeting or prevention
(Test market/ up for a promotion could you help me out?)
- Live role play and more!

CONTACT SCRIPT

- Hi _____, *how is it going?* *Who is this?* *This is* (Prospect's Name); I am (my name), calling you because you had requested more information about working from home; how can I help you?
Or
You had gone to my site and requested more information about working from home; how can I help you?
(What do you do have?) Well do you have a piece of paper and pen, to save us both time I need to ask a have a few questions so I know what information to direct you to? As a side note: (Do you have a Pen and paper handy?) **Is this a good time to talk?**
Where do you live?
Married?
Any Kids?
Do you currently work from home?
What do you do?
How long have you been doing that?
Do you like it?

What do you like most about your job?
 What do you like least about your job?
 Are you looking to replace your income or supplement it?
 Ever been self employed or owned a home based business before?
 Like what?
 How long did you do that?
 What kind of money are you accustomed to receiving right now?
 How much income are you looking to generate in the next 12 months?
 (Financially Independent) what does that mean financially how much is that to you?
 Can you do that in your current job?
 (You know it takes some capital to start a home business)
 Do you have some capital set aside to start a home base business?

Now are company has quite a standard of people we are looking for and some work goes on our part that goes into setting some one up in a home base business successfully.
 How serious are you?

Tell me why you are serious? **(They are now selling you, on them)**

- Let me tell you a little bit about the Company I work with.
- They are an International - Debt Free- 20 years old 100 million dollar sale annually company. Company is called: ____ ever heard of us? Or this company?
- Now, ____ the kind person we are looking for has the 3 main qualities, they are a team player, self-motivated and dependable. Do you feel you have these qualities?
- Do you have Internet access? Give me your email address?
 I will email you a link to our web site and there you can check out some information.
 Then I would like to take you to a call that will get you more information on how you can become financially independent in a carrier that is no longer dangerous to your health!
 When is a good time for you where I can hook you up on that call?
- Make the appointment.... Give your number:
- ____, we are screening a lot of people right now and we will be making a decision real soon so the sooner you go check out this information, will be better for you. Depending on your response will determine whether or not we are going to work together and where you fit in on our team.
- Re-confirm the appointment... Instruct them: make sure you have a piece of paper and a pen ready incase you have any questions.

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EDIFICATION SCRIPT!

Here is how to edify the person who will be presenting or doing your 3 way call!

- **This person, is very busy, knows how to make money, loves helping people, loves have fun and is really down to earth**
- **Using MR. or Ms. or Mrs. Build instant professional rapport, respect and a community of team. EX - Mr. McCarroll or Ms. Karlyn**

- Let me tell you a little bit about the Company I work with.
- Melaleuca

The name of the company is called Melaleuca. Have you ever heard of us?
 I work with a 20 year old, Inc 500, five hundred million dollar debt free, US Company based in Idaho Falls, Idaho. Projected to be at a billion dollars by the end of a decade. They found a niche in the Health and Wellness Industry. They have well over 1.5 million customers and have helped thousands of families across the country build successful home businesses. Company is called: _____ ever heard of us company?

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Bonus Scripts

Transition from: **Drop Call Script for Message Machines**

Hello this message is for _____.
 My name is _____ out of _____.
 _____, you recently responded to an ad for earning an extra income from home.
 If that is still the case I just have one question for you;
 If I could show you something that makes total sense, could pay your expenses, without increasing your current house hold budget, is there any reason why, you wouldn't be willing to invest 20 minutes of your time to learn more?
 ("NO" is what you want)
 If you answered "no"... then call: 913 385-6683 press 2 immediately, then press 13 If you like what you hear please call me directly at: 909 419-7050.

(If you don't get me, leave a message,) I will call you back; address any questions you might have. Let's see if I have what you are looking for and if we might have a match to work together. I look forward to speaking with you soon.
 Bye for now.

=== **Transition** =====

To **a Live Script**:

Hello, can I speak with _____?
 HI _____, my name is _____ out of _____. (City, State or So. State or Right here in your community)
 I won't keep you but a minute.
 Recently you responded to an ad expressing a desire to save or earn extra income from home. Is that still the case? Yes... GREAT!

_____, I just want to ask you one question: If I could show you something that makes total sense, could pay your expenses, without increasing your current household budget, is there any reason why, you wouldn't be willing to invest 20 minutes of your time to learn more? (Wait for an answer! "NO" is what you want to hear)

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Objections & Replies:

Well, what is it? or What is it about?

It's a business briefing. This business briefing will explain everything. Is that worth 20 minutes of your time?

How much will it cost? 20 minutes of your time. You'll learn everything you need to know after you've heard this business briefing. I can answer any questions you might have, at that time you can decide if this is for you or not... either way it is okay because you will have more information to make a more sharp effective decision. Does that sound fare?

___, if you're interested, you can call in and meet me on the call.

When you come to the business briefing, say: Hi this is ___, and I'm a guest of _____. Okay?

Great let me give you the time and number:

Again my name is:___ & my number is: _____. If we do not talk right after you hear this, and you're interested, all you have to do is to call me back.

or
Weather this is or is not for you, I just want to hear what you think of the call and just for doing this I will have a special gift for you. Okay?

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Hello ~~NAME~~!

You don't know me, however, your name came across my desk as someone who is seriously considering the benefits of starting a business from home.

~~NAME~~, I have no way of knowing if this is still the case... If it is, then I would like to invite you to visit my web site below to get the facts: Then email or call me direct. That site is =>

<http://www.trends2000.net/splash/> <= My Number is: 909 419-7050

Our "Motto": Successful people do the things that unsuccessful people refuse to do...

Thanks for your time ~~NAME~~.

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There are more...

Find more in the back office of our team website

For questions, comments, archive and more training by Karlyn

Call: 909 419-7050 Anytime after 10:00 am PST Monday – Thursday

or

E-Mail: thebizpro@comcast.net

All emails must contain the following information in your signature line to be addressed promptly: **In the body of the e-mail: Full Name, Contact Phone Number and Email** (State or time zone / Enroller or team) optional