

Scripts

Warm market:

1. This script should be used when you speak to a friend face to face...

Hey _____ How are you?

I have some really important information I want to share with you...

This is information that I think can positively impact you and your family...

If I send you an online movie, will you be able to watch it now?

Or

If I hand you this CD, will you be able to listen to it on your way home or on your way to work?

When they say yes, you say GREAT!

Are you going to have a few minutes later this evening when I can call you back?

2. This call should be done while your candidate is in front of a computer...

Hey _____ How are you?

Are you in front of a computer?

If no, then ask: when will you be in front of a computer today? And schedule a follow up call!

If yes, then say GREAT

I am going to send you an email, I want to make sure you receive it and that it opens correctly for you...I am sending it to you right now, tell me when it comes in...

***If the person you are calling is sharp, business like, professional and skilled then use the following script:**

_____, this video file I just sent you is crucial and important to you and to me, I believe that the combination of skills and the life experience you have, could be critically important in this venture.

Please watch it and I will call you back in 30 minutes to talk...

*** If the person you are calling is not a business like use this script:**

The information contain this movie is critically important and I think can positively impact you and your family...Take a few minutes to watch it and I will contact you in a few minutes...

3. This Script should be used with a warm candidate

Hi _____, (Break the ice) How are you? How is the family? How is work? What did you do over the weekend? etc

Listen I wanted to ask you an important question: Do you keep your mind open to making money in addition to your job/business?

Great! Something big is happening and I want to share it with you. **This is information that I think can positively impact you and your family...**Are you in front of a computer?

If not, schedule a time that they will be in front of a computer and call back

*Or, if you are face to face with them then say: If I hand you this CD, will you be able to listen to it on your way home or on your way from work? Great. So if I call you at _____ will you be listening by then?

_____, this video file I just sent you is crucial and important to you and to me, I believe that the combination of skills and the life experience you have, could be critically important in this venture.

Please watch it and I will call you back in 30 minutes to talk...

Cold Market:

1. This script can be used with anyone you meet or speak to that have a good approach/people skill...

Listen, I realized you have great people skills, my company will pay a lot of money for someone like you. Do you keep your mind open to making money in addition to what you do today?

If so, Say:

Something big is happening right now that can greatly impact you and your family, I would like to send you some information via email. What is your email address?

Great. I will call you when I send it out to make sure you can open the file. What is the best time to call you?

2. This can be used with anyone who talks about the bad economy

_____, if I can show you a way to turn this economic downturn to a positive experience instead of negative, if I can show you a way to take the fear out of your life and the life of other people, will you be interested to learn?

As it turns out I have found an opportunity that does just that...

What is your email address?

When will you be able to sit in front of a computer? Great, I will call you then to make sure you were able to open the file and review it.

3. This should be used with real estate agents

Hi my name is _____, I am looking for _____.

I saw your name on your company website, are you still working with them?

Great! Listen _____, I am working on a big project and I am looking for quality people who can also benefit from it. Do you keep your mind open to making money in addition to your real estate career?

If no, thank them for their time and move NEXT.

If yes, then say:

Great... if I can show you how to turn your real estate skills into a greater value for you and for your family and the families of those you care about, will you be willing to invest 10 minutes to watch a video file?

Are you in front of a computer right now?

If no, when will you be in front of a computer?

If yes, I am sending you the video file and I want to make sure you can open it...

Did you get it?

Ok great, can I give you a call around _____ to find out if you see what I see and if so I would like to talk to you further...

Follow Up

Name, Did you review the information on the CD

Or, Did you review the video I sent you?

When they say yes, you say:

Great! Did it make any sense to you?

Then say:

I would like you to see this for what it is. I am not even going to try to explain it over the phone, but I will tell you that I am having a special presentation at my home/office on _____ at _____. I want you to be able to see, touch and feel the product. I am only inviting 10 people but I have a sit at the table for you, Name I want you to see with clarity what MonaVie can mean for you...Can I count on you being there at 7pm sharp?

If you call back and they say no I didn't watch it yet:

Name, the information contain on the CD or in the video is so important to you and to me, I am having a special function at my home in a couple of nights, I'd like to invite you to participate but I can not until you listen/watch the CD/video. Can you listen to it tomorrow morning on the way to the office

Or can you watch it tonight and we will talk tomorrow morning...

Follow up call the day of the meeting:

You - Name, I am calling to confirm your arrival this evening at 7:30PM. Can you be there 10-15 minutes earlier so we could catch up?

Candidate – I will

You – Great I will see you then

Candidate – something came up, I wont be able to make it...

You – Name, this meeting will only take an hour, it is important to you and to me that you will be here. The information contain at the meeting can positively impact you and your family. Name, can you be here at _____.

Candidate – No

You – Ok, no problem, Are you available on _____ at _____ to look at an online presentation or to come to our group weekly open meeting?

Candidate – Sure

More Scripts: Objections and answers

Note: When you study the invitation CD including practicing all the inviting scripts you should never get any objections. Remember, you are looking for those that are looking and those will never bring objections if you know how to invite.

Candidate - Is it a pyramid?

* Just for you to know, when people ask you this question, it is a perfect way to tell you that you need to learn how to invite. When you follow our scripts above, you should never get that objection.

You - What do you mean by a pyramid?

Candidate - You know, a friend bring a friend and they go under you etc...

You - It sounds like a great question. A pyramid is illegal, I would never get involved in a pyramid. As a matter of fact when you come to my presentation on _____ at _____, we address all these questions and show you how to benefit from a great compensation

plan. This business is recommended by top world financial leaders like: Paul Zane Pilzer, Robert Kiyosaki, Donald Trump, Warren Buffet, Bill Clinton and many others.

Candidate – Do I need to invest any money in it?

You – Do you want to make money in addition to your current job/business?

Candidate – Yes

You – Do you want me to show you how to make money?

Candidate – Yes

You – that is exactly why I want you to come to the presentation on _____ at _____, will you be able to make it at _____?

Candidate – You still didn't answer my question...

You – When you get to the presentation you will get all your questions answered, however membership is FREE.

Candidate – If the product is so great how come they don't sell it in stores?

You- that's a great question. I recently saw a short video explaining exactly why so many people like Warren buffet, Bill Clinton, Robert Kiyosaki & Donald Trump are highly recommending network marketing and companies like: Colgate, At&t, Bank of America, Primatearica, and so many others are using a network to sell their products. Would you like me to send you this video?

Candidate – How do I know that your product really works?

You – That's a great question. All you need to do is, drink it and feel for yourself. Would you like me to get you a case?

Candidate – Do you have any proof that it works, or any documents?

You – Sure we do. Let me email it to you. What is your email address?

- Email them youtube links and all the medical documents (click here <http://www.sponsorstars.com/Links.html> and scroll down to documents)

Candidate – I have no time to do anything else!

You – I appreciate you are sharing this with me. The question is: would you like to have extra time?

Candidate – yes

You – great, lets meet and I will show you how you can simply create more time in your schedule and make more money in the process. Wouldn't that be great?

Candidate – I am not a sales man, or I don't like to sell...

You – Me neither. Let me ask you a question: If I can show you a simple step by step process to build income without selling, would you spare 15 minutes to come a listen?

Candidate – sure

You – great, is Tuesday at 5 or 7 is better?

Candidate – I heard about so many other companies, what makes this so special?

You – That's a great question. Tell me, what is important to you in an opportunity?

Candidate – To make money, to make sure the company is solid and financially strong, the product works etc...

You – That is exactly what I thought and exactly why I chose this company. Monavie is a 5 star opportunity. Let's meet and I will show you the facts and just for the record, Monavie broke a US record as the fastest growing company to a Billion Dollar in sales and they did it in only 39 months without selling the product in stores or any advertising. Wouldn't you like to see how you can benefit from it?

Candidate – I don't know any people...or I don't think I can do this business etc

You – I understand your concern. Let me ask you a question: If I can show you a simple, step by step process how you can easily do this and in a short period of time make a good weekly income, will you spare an hour to come and learn about it?

Candidate – Let me think about it, I will get back to you...

You – Great, do you have any specific questions you'd like to ask me?

Candidate – No, I just want to sleep on it...

You – No problem, tell me on a scale of 1-10, 1 being I am not interested at all and 10 being I am ready to start, where are you?

Candidate – I am at 5,6 or 7

You – Great, this is a recorded interview with Robert Kiyosaki, a best seller author and one of the richest people in the world explaining why network marketing is the best business. If I give you the CD can you listen to it on your way home?

Candidate – Sure

You – Great, so if I call you tomorrow at _____ will you be available to talk about it?

Candidate – Yes

Candidate – I am at 1-5

You – Ok no problem, good luck and thank you for coming to my presentation. Let me ask you: Who do you know that can benefit from this opportunity/product?

Candidate – I am at 8,9 or 10

You – Great, lets schedule a time for us to meet tomorrow. In the mean time, take this getting started workbook, read it and listen to the CD, this will explain to you how to start in the business. Also take this bottle and start drinking it, when you get your order you can bring a bottle back. What time tomorrow at 7pm can you meet me so we could get you enrolled and start making money?

Candidate – I need to believe in the product before I can sell it

You – I agree. The first thing you should do when joining is start drinking it. Would you like to pay wholesale or retail?

Candidate – Wholesale

You – Great, Let's enroll you as a distributor and you could get the product at a wholesale price.

Candidate – Retail

You – It is free to join and become a distributor. Wouldn't you prefer to enroll for free and have the ability to get a wholesale price?

Candidate – Ok