

Edify Expert Call

(similar to personal referral pre-screen skips a step)

KEY POINTS: The more information you have gone through, and the better job of edifying your expert you have done, the more effective they will be in helping you. You can do the simple pre-screen call that follows, and then get them on the phone with your expert, but then your expert will spend a lot of time explaining the opportunity rather than answering questions and closing them. If you have done the Pre-Screening and have someone who is genuinely interested on the phone with your Expert, they can work on answering their questions and helping them sign up right away.

(Call your friend, or family member just like you normally would)

Hey (their name) what's up? Or How you doin? Whatever you would NORMALLY DO!!!!

Then VERY QUICKLY...

Listen (their name) I don't have a lot of time right now, but I wanted to ask you a quick question. If the money was right, and it fit into your time schedule, would you be interested in a Business Opportunity?

IF THEY SAY YES:

Great, right now I am working with one of the top Leaders with a new company that has developed a revolutionary new business concept. The person I am working with is one of the top people in the company. He/She is currently looking for people to help expand their business both locally, and internationally. We could set up a call tonight at 7:00 or 7:15 which would be best for you? (examples of times be sure you have gotten times approved with your expert first)

KEY POINT #2: Get a definite time, and unless they have time right then, get off the phone right away. Don't try and answer their questions. Think of it like a movie, you don't want to ruin the movie by giving away key stuff. Let them hear and see the movie for themselves so they can decide whether or not they are interested.

IF THEY SAY NO:

Ok cool, just checking, I gotta run right now, I'll talk to you later. Have a great night, or day! (Remember you don't have a lot of time right now, sometimes people who say no will get curious about why you asked and will want to know what is up. Until they show positive interest, don't get into it with them, we are not going to "Sell" them, we are sorting. Eventually you might ask for a referral at this point, but not until you feel comfortable.)