

Internet Lead Pre-Screen Script Short Version

Hi, is (their first name) in? Hello (their first name) this is (your first name) calling you back with some information you had requested. You recently expressed interest in Working from Home or Starting a business. Is now a good time to talk, or is there a better time for us to chat?

Okay Great, right now I am working with one of the top Leaders in a 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 this company both locally, and internationally. So I just need to ask you a few quick questions, and then if things go well, we can take it from there.

1. Are you currently working? (If not what did you used to do?) How long did you do that for? What do/did you like Most about what you are/were doing? Have you ever managed or trained a team of people before? If so what was the largest group of people you were responsible for? (If not, is that something that would interest you?)
2. What do/did you like least about what you are/were doing right now?
3. What type of income have you been accustomed to the last few years?
4. What would your immediate income goals be from a home-based business?
5. As far as Long-term Financial Goals go, what kind of money do you need to be making, and for how long in order to retire, or have you even thought about it yet?
6. Okay, now lets just say, hypothetically speaking we were able to help you achieve all your financial goals within the next 5-10 years. If you NEVER had to worry about money again, whether you worked or not, what would you spend most of your time doing?
7. Lastly, if our business makes sense, and we can get you profitable within your first 30 to 60 days, is this something you can start immediately?

Okay great, well first of all (their first name) you definitely have some of the traits that (Your Experts Name) is looking for, and I think you could be a valuable part of our team. Now, in the essence of time, are you able to make investment decisions of at least \$50 by yourself, or is there someone else we need to speak with as well?

(if not) Because some of what is happening right now is very time sensitive, when would be a good time to call back so that we can explain the opportunity in detail

to both of you at the same time? There is a Free Option and the company is currently offering several Business Scholarship Programs as well. explain the opportunity in detail to both of you at the same time, and keep in mind one of the greatest things about our opportunity is that there are a lot of ways to get started, including even an option FOR FREE!!! Which is best for both of you, afternoons or evenings? Okay, I am looking at (Your Experts) schedule and it looks like we can set up a personal phone call at (A Time) or an internet presentation at (A Briefing Time) which would be best for you?

(Decision maker) Okay great, just so you know, one of the greatest things about our business is that there are a lot of ways to get started, including an option FOR FREE, as well as several exciting Business Scholarship possibilities as well! Which is best for you afternoons or evenings? Okay, I am looking at (Your Experts) schedule and it looks like we can set up a personal phone call at (A Time) or an internet presentation at (A Briefing Time) which would be best for you?

SPECIAL NOTE: You can also use this script to promote the 5 Minute Overview, before setting up the Expert Phone Call. Discuss this with your Expert to maximize your results.