

Personal Referral “OPINION” SCRIPT
(For people more successful than you, parents, etc.)

KEY POINT #1: Be sure to talk to them like you normally would. This script is a good outline, but you still want to be normal. Referring someone to take a look at OurGV is no different than referring someone to a restaurant, movie, sale, etc.

Hi (their name), this is (your name). How are you doing? Listen, I was wondering what do you have going on tomorrow night? (most likely they will say nothing) The reason I am calling is to ask for your help, I would really like to get your opinion on something. I have just gotten involved in a business opportunity, and since you have more experience than me, (or success, etc.) I would really appreciate it if you would take a look at it. You wouldn't mind helping me out would you? Great, some of the technology this company is using is very cutting edge. They are conducting a live online presentation tonight at 8:00 or I can walk you thru a special private screening tomorrow night at 8:30, which would be best for you? Since I am brand new, I really need you to see the full presentation so you can understand it completely. Also, if you have any great questions to ask afterwards, I would love to arrange a phone call with one of the top leaders in the company. Their time schedule is VERY tight, but I explained to them how much I value your opinion, and they said they would be happy to answer any questions that you may have. I am sure after seeing the presentation you will be able to ask far better questions than I could ever think of. It really means a lot to me that you are taking some of your valuable time to help me out. Let me give you the web address and instructions so you can meet me online about 10 minutes before the presentation begins.

IF THEY BEGIN ASKING QUESTIONS!!!!

Listen (their name) I was really hoping you would get all of the information from the presentation, or from (full name of expert) (edify the expert) If I attempt to relate it to you second hand, you won't get the full picture and your advice will not be accurate. The online presentation is really powerful and can give you all the facts and then (full name of expert, edify expert) can answer any questions you may come up with okay? (Insist they see the presentation or get on the phone with your Expert, DO NOT break down and start answering questions yourself, otherwise they may make a Hasty judgment without seeing the bigger picture first.)