

Personal Referral PRE-SCREEN CALL

KEY POINT #1: Call your friends and family up just like you normally would!

Hi how are you? Or Hey what's up?! BE NORMAL!!!

Then say the following:

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 were 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. When would you have about 5 minutes so I can walk you thru a 5 minute online presentation to find out whether or not you would be interested in this opportunity? I am checking the schedule right now and we could do a (Time) or (Time) which would work best for you? After you see this, if you like what you see, I can get you on the phone with one of the top people in the company to answer all of your questions, and let you know what your options are!

KEY POINT #2: Get a definite time to have them see the video, 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. When you get more comfortable you can ask for referrals of people that might be interested from them.)