

BEFORE THE MEETING HELLO CALL

The Hello Call builds connection with the guest, takes 30 seconds and dramatically increases attendance at home meeting.

Hi (guest) this is (your name) I'm with the company that (host of PBR) was telling you about and I just wanted to say hello.

Just calling to say that I look forward to meeting you tonight. We're going to be over at (IBO's address) at (specified time) and i just wanted to say hello to you in advance.

(If the prospective guest is not able to attend the PBR the presenter can book a 1 on 1 at a specific time)

RESPONSE TO ALL QUESTIONS:

Great question, unfortunately I don't have the time to answer questions right now as I am calling to confirm other guests. However I will be covering that and much more at the presentation. So again I look forward to seeing you_____.

FOLLOW UP CALLS WITH THE HOST:

Presenter/ Leader with host call each guest 24 hours after PBR to follow up.

Hello_____ this is _____ from last night's presentation. How are you?

I just wanted to touch base, as you can tell a lot of exciting things are happening in this company and we wanted to see if you are ready to get started or if you still had some questions I could answer.

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| #1 If they are ready: | Sign them up. Launch in 24 hours, get them to training. |
| #2 If they still have questions: | Get them to training!! |
| #3 If not interested: | Host gets them as a customer ASAP |

Only Presenters/Leaders do Hello Call and Follow-up Calls