

## **Scripts for Setting up Home Presentations**

Hi (prospect name), it's (Insert IBO Name) How are you? I am just rushing out, but had to give you a quick call!

Do you look at other ways of making money in addition to what you are earning right now? ...Pause...

Yes, I thought you would.

You may not know this about me...insert why...

I started looking for smarter ways of making money and I have found a company that specialises in new technologies and Energy! I am really excited about the person I met called.....who is having massive success and he/she is launching into our area.

I don't know how I did it, but I have him/her coming over to my place on...date...day...time.

I would love for you to come over and spend 30 minutes to hear his/her plans for expanding here in this market and how we can capitalise on it. I was thinking of key people, and I thought of you!

Can I put you down for coming?

Yes, great! It will be at...address...date and time. I will sms you the details so you have them on hand. I know he/she is looking forward to meeting you so you can expect a call from his/her office in the next day or so.

Common questions at this point

Q) What is he/she going to talk about?

A) He/She will talk about His/her expansion plans for this market, I have always respected you in business and your professional opinion...can I put you down for coming?

Yes, great! It will be at...address...date and time. I will sms you the details so you have them on hand. I know he/she is looking forward to meeting you so you can expect a call from him/her in the next day or so.

## **Confirmation call Script**

Hi, its ....specialist guest...speaking. I am looking forward to meeting you at ...new IBO's name....house. It will take me an hour and a half to get there, and I am looking forward to sharing with you....pause

If yes, close call...

Should guest attempt to decline attending, please use this script...

...I don't know what to say to (New IBO Name)...you will break his/her heart! You are listed as a very special person to them, in fact there is an asterisk next to your name and you are top of the list...pause and wait for response....

This will provoke a yes, and then close call