Scripts for Setting Up Home Info Sessions
do not leave voicemail messages – call back later

Hi (prospect name), **it's** (your name). **How are you? I am just rushing out, but had to give you a quick call! Do you have a quick minute?** (pause for Yes) (If No, quickly agree a time to call them back)

Do you look at other ways of making money in addition to what you are earning right now? (pause)

Yes, I thought you would. (If No, let them go and thank them for their time)

You may not know this about me (quickly tell them your reason WHY), **so I started looking for smarter ways of making money and I found a company that specialises in New Technologies and Energy! I am really excited about the person I met called** (name of special guest) **who is having massive success and who is launching into our area.**

I don't know how I did it, but I have (special guest name) **coming over to my place on** (insert day, date and 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?** (pause for answer)

Yes, great! It will be at (insert address, date and time). **I will text you the details so you have them to hand. I know** (special guest name) **is looking forward to meeting you, so you can expect a call from his/her office in the next day or so.** (End the call)

Common question at this point - What is (the speaker) ***going to talk about?***

Answer*: (Mr/Mrs/Ms speaker's name)* **will talk about expansion plans for this market. I have always respected you for your** (insert an appropriate compliment, eg business savvy/professional opinion) **- trust me, just come.**

Yes? Great! It will be at (repeat address, date and time). **I will text you the details so you have them to hand. I know** (Mr/Mrs/Ms speaker's name) **is looking forward to meeting you so you can expect a call from** him/her/their office **in the next day or so.**

Confirmation call Script (for Home Info Session Speaker)

Hi, it's (special guest speaker) **speaking. I am looking forward to meeting you at** (insert new IBO's name) **house. It will take me an hour and a half to get there, so I just wanted to say hello and check you have the correct details. If you can be there 10 minutes early, we will have a chance to meet and chat before the start.**

As soon as they give their confirmation they will be there, end the 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** (him/her), **in fact there is an asterisk next to your name and you are top of the list** (pause for response . . .) *This will provoke a yes, and then close call.*

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