

Closing and Sorting at PBR / 1on1

**Success tip: Have your computer ready at sign-up section.
Don't forget to SMILE when you do this!**

After the presentation at the PBR/1on1 we must all keep a look out for the people who's body language is positive, leaning forward or smiling.

We as IBO's spilt the room and sort the guest.

1st thing we say is:

ARE YOU READY TO GET STARTED?

YES - How do you spell your last name? (Sign them up)

NO - Thanks for coming, please see _____ and please fill the home survey form. By becoming a customer you are supporting _____ for his/her dreams. Most importantly we can see if we can save you money on your bills.

QUESTIONS - Need to talk to my wife? My dog? Got no money? What do you think about it? What are the rates? (Go to PHASE 1 of close of Question)



PHASE 1 of close of Question

"GREAT QUESTIONS! DO YOU MIND IF I SHOW YOU HOW EASY THIS IS?"

EXAMPLE: "This is YOU"

Elec = 1-2
Gas = 1
YBA = 2
Mobile = 4
NBN = 4
Security = 2
Bundle = 4

When we start your business tonight, we are going to help you get 4-5 services. Here are the services we have in Australia (write out services) Out of you and the rest of the world can you get 4-5 services?

They normally say = YES

Now you see what is happening here tonight? This is called a home presentation. We are going to have one of these for you next week. We are going to help you find some business partners.

ARE YOU READY TO GET STARTED?

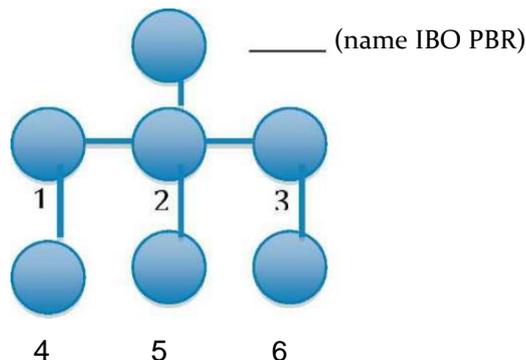
YES -How do you spell your last name? (Sign them up)

NO - Go to PHASE 2 of close of Question

PHASE 2 of close of Question

As you can see this is (name of host) meeting here, and we have people getting started now. We always build into 3 teams.

(Success tip - Draw this to show them)



"Question: would you want to take position 1 or position 6?" If they say yes

ARE YOU READY TO GET STARTED?

YES -How do you spell your last name? (Sign them up)

NO - Go to PHASE 3 of final close.

PHASE 3 final close

Ok, this is what I will do. I will hold that spot for you until our next training on Saturday where you can bring your partner, brother, father etc. But after that, all bets are off... sorry.

There is 10 day cooling period on the business so if you still don't see any value on the business after Saturday training, we will get your money back!

ARE YOU READY FOR US TO HOLD THAT 1st position for you?