



## INVITING SCRIPT

- The idea of these scripts is not for you to be doing the "selling." It is for you to be interviewing and sorting for the serious prospects.
- Use a process other than yourself to present the details of your company, opportunity or product. For example, use a web site, recorded call, live call, audio or video (CD or DVD), live meeting, or even a 3-way call with your sponsor/ up line.
- Work as many leads and talk to as many prospects monthly as possible. It often takes up to 90 days to fill your "pipeline" and start really seeing big results. Once you build momentum, it will get easier and easier, and your profits will multiply. Commit to a marketing plan and stick with it. If you are working leads, work them consistently!
- Practice the scripts on friends and family or other business associates. Many people have had success by simply asking a friend if they could "practice" a new script on them that they were learning. The friend ends up saying, "Hey that sounds interesting. Can I do it too?" Or ... "Can I get more information about that?"
- Ask questions and instantly build trust with your prospects. You will discover their needs, strengths and goals during the Initial Contact phase with the scripts. Take notes and refer back to their needs, strengths and goals when closing and handling objections. F.O.R.M. stands for Family, Occupation, Recreation and Message. While it is very simple, it is a VERY powerful technique when used correctly.
- Use a follow-up system (personal call, thank you note, postcard, email autoresponder, etc.). Statistics show you will increase your ratios significantly by following up with good prospects.
- Keep your thinking on track by listening to Dani Johnson's training CDs & DVDs regularly. Every successful person will tell you that reprogramming your mind daily with audios from other successful people is a big key to success.
- Realize that leaders continue to do the key activities that make them money (selling product and signing up new reps) even when they don't "feel" like it. So learn how to consistently make yourself do the things you do not want to do.
- Think long term. It may take some time to find your flow and get the results you desire. Set goals. Reinvest back into your business monthly into your advertising and lead generation programs and most importantly into your education training and motivation.

## THE SCRIPT

Hi "**PROSPECT'S NAME**," how's it going?

This is "**YOUR NAME**," I'm calling you back.

You requested more information about working from home? What can I do for you?

Do you have a pen and paper handy?

To save us both time, I need to ask you a few questions to figure out what information to direct you to.

### **Some Questions to Ask Are:**

Are you currently working from home? *(if yes)* What is it? *(if no)* What do you do for a living? How long?

What do you like about it?

What do you dislike about it?

Are you thinking of replacing your current income or just supplementing it?

Are you married? Do you have kids?

Have you ever been self-employed or owned a home business before?

Now, what level of income are you accustomed to? What kind of income are you looking to generate in the next 12 months? Do you have some money set aside to start your business?

You know "**PROSPECT'S NAME**," our company has quite a standard for the people we are looking for. There's a lot of work on our part in setting someone up in a home business successfully. So we are looking for people who are absolutely serious about building a business and making money from home.

So "**PROSPECT'S NAME**," how serious are you about starting a home business? Tell me why.

Great, let me tell you about the company I work with.

***Script Tip!***

*Your company track record should be 30 to 60 seconds max. Stay away from **PRODUCT/SERVICE** information.*

Our company was founded IN 2011 as a privately owned debt free e-commerce company. We have since generated over 100 million dollars in revenue and currently have over 100's of thousands Customers and Affiliates doing business with us. Our company operates in more than 120 countries such as United States and Mexico, and we are in the process of launching business into China. Our visionary founder is Mr. Harald Seiz who resides in Stuttgart Germany where the main offices and headquarters of the company are located. The name of the company is Karatbars International and we have close partnerships with such prestigious companies as FedEx and Mastercard.

Now "**PROSPECT'S NAME**," the person we're looking for has 3 main qualities; they are:

- 1- a team player,
- 2- self-motivated,
- 3- and dependable.

Do you feel you have these qualities?

Great! Do you still have a pen and paper handy? Do you have internet access?

I want to confirm your email address. What's the best email to contact you at?

I'll be sending you a link to our website to make sure that you get the information. Hey by the way, do you have access to the internet while talking to me? Go ahead and go over to the computer now. I want to make sure that you don't have any problems downloading the information.

***Script Tip!***

*While they are getting to their computer, get them talking about what's important to them. Edify whatever presentation method you use, whether it's a website, live conference call, etc. Always edify your leadership*

Were you able to download the information? Take the Video tour that you see there and make sure you take really good notes because on this website is the information that you requested so that you can *(repeat their needs, strengths and goals)*. **(EDIFY THE WEBSITE.)**

It will take you about **(number of minutes)** minutes to review the info so I'll call you back at \_\_\_\_\_ **(specify an exact time 5-10 minutes after the time it would take to watch all videos)**. And we'll have a quick conversation and see if it makes sense for us to work together.

In the meantime let me give you my phone number. 555-555-5555

When I call back I'm going to need you logged onto the internet while we talk.

Cool **"PROSPECT'S NAME,"** I'll talk to you at \_\_\_\_\_ **(agreed time to follow-up)**.

## FOLLOW-UP

Hello "**PROSPECT'S NAME**," this is "**YOUR NAME**," getting back to you. Did you get a chance to review the information I sent you?

So "**PROSPECT'S NAME**," what did you like the best about what you saw?

What else grabbed your attention? Tell me more.

On a scale of 1 to 10, how would you rate your interest?

So do you have any questions?

In addition to that is there anything else?

"**PROSPECT'S NAME**," as you get started, do you want to make a little or a lot of money?

So "**PROSPECT'S NAME**," as you saw in the video on compensation, getting started with the VIP Package pays 4 X more in Direct Commissions and Dual Team Payouts than the Bronze Package. 4X more pay for the same effort!? Does that make sense?

Great, now to get you started are two steps which I will guide you through.

1. We create your free account. I will now send you a link and guide you through your account creation. (done.)

Congratulations and welcome to Karatbars and our Global United Group!

2. Now we choose a business package which reflects your budget and more importantly, the income goals you've mentioned earlier. Login to your Karatbars account > Dashboard > Step 1 > select package > checkout. (done.)

Congratulations on acquiring your \_\_\_\_\_ package!

## **HELP YOUR NEW AFFILIATE GET STARTED**

- Take them through Steps 1-5 on their Dashboard right away
- Briefly teach them how to invite using 3-way calls and also using scripts. Walk them through the inviting process.
- Call their first 5-10 Prospects with them RIGHT NOW.
- Schedule a follow-up call (within next 48 hours) to organize a PGR and do anything else which helps further their business.
- Add them to our Global United Group on Facebook. Post a welcoming message recognizing them.

## **GIVE THEM HOMEWORK**

- They should write a list of 100+ names of contacts within next 24 hours and start calling them.
- They should watch our Start-up Training within the next 48 hours