



## 3 Step Invite

### INVITATION

(Prospects Name), ***It's very important that we speak for a few minutes is this a good time?***

(If the answer is no.) ***When would be the best time for us to speak for 2 to 3 minutes?***

(If the answer is YES.) ***Great***

(Compliment prospect regarding why you are calling them.) ***I met a network of very successful entrepreneurs in an International business who are showing people how to possibly make hundreds and even thousands weekly in a short amount of time. They are showing me, and they can show you too. Tell me, do you keep your options open when it comes to having additional streams of income?***

***If I shared a \_\_\_\_\_ minute video with you that showed you how this money is being made would you watch it?***

***When would you be able to watch it?***

***So, if I call you (Whatever Time he/she said) you will have seen it for sure by then, right?***

***What's the best way for me to send you the information?***

***What's the best time and phone number to call you on so we can discuss the information you viewed?***

State to him/her that you have got to go and that you have the appointment on your calendar and that you will speak to him/her then.

NOTE: Here is an example of the email link that you can send to him/her:

<http://globalunitedgroup.com/>

### PRESENTATION

They attend the live event or watch the video. At the end of the presentation or at agreed time of follow-up, ask prospects the following 2 questions to 'qualify' them:

▶ ***What did you like best about what you saw in the videos?***

If they didn't watch it, then tell them that this is a requirement to discuss the business. Re-schedule the call to when they will have seen the information.

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

Tell him/her that you are a Director in training in the business but that you get a lot of support and that you will now bring a Senior Business Partner on the line to help answer any questions they have.

### 3-WAY CONVERSATION

#### SCRIPT FOR INTRODUCING YOUR SENIOR BUSINESS PARTNER ON A 3 WAY CALL

Incorporating The 4 Personality Types:

Urchin: Analytical - Desires facts, figures oriented

Whale: Loves helping others, Caring, Benevolent

Dolphin: Fun loving, Swims with anything in the water

Shark: Money motivated...smells blood; can I make money in this?

(Prospects first name), ***I want you to meet my senior business partner Mr/Ms (name), he/she told me that when I get a quality person like yourself on the phone, he/she would MAKE SOME TIME to meet with you***

***So, (Prospects first name) I have on line Mr./Ms.(name), he/he is one of the most successful executives in our business and he/she is one of the leaders in the expansion of our company on a national/global scale.***

A - (Senior Partner) ***has a great knowledge about this industry as well as this business***  
(Takes care of urchin)

B - ***He/she is a fun-loving person (Dolphin) and has a big heart for helping people & I have personally experienced that first hand (Whale)***

or

C - ***He/she is truly enjoying the benefits financially that this company offers (Shark)***

***So, (Prospects 1st name), this is Mr/Ms (Senior Business Partner's Last Name) and Mr/Ms (Senior Business Partner's last name) this is (Prospect's 1st name)***

Once the intro is made, you just listen & learn. Only speak if the senior partner requests it. He/she will edify you & then speak with your prospect on your behalf.

If the Senior Partner gets an objection when speaking to someone incorporate the Feel, Felt, Found Method & appeal to their personality type.

Example: I know how you feel, I felt the same way, but this is what I found.

The senior partner will find out the affiliates REASON/WHY they are interested in participating in the Karatbars International business and take him/her through the enrollment process.