

CALLING SCRIPT FOR INITIAL 3-WAY AND FIRST 2 PARTS OF 3-STEP CALLING "Prospecting and Presenting"

Hi _____, this is _____. Do you have just a minute that I could talk to you about a business matter?

I don't know if you know it or not, but I've started my own business out of my home with an Inc 500 company. I'm very excited (and sound like you are, even if you have to stand up!) and have been putting a list together of people I want to partner up with. Your name kept coming up. **[I have my business partner, _____, on the line with me.**

(business partner)

Hi _____, How do you know _____? I understand you work with _____ (or whatever, to get acquainted)]--Omit this bold print if you know what you're doing and don't have your partner on the phone with you.

I work with a company called FreeLife International out of Connecticut. We are in the wellness industry and represent Dr. Earl Mindell. Are you familiar with *The Vitamin Bible*? Dr. Mindell has sold over 10 million copies; he's the world's foremost nutritionist, and he's really on fire about our newest international product, Himalayan Goji Juice, which is his most significant find in nutrition in 40 years!

Just a couple of questions:

Could you use some extra income?

Are you open to looking at the number one health product in the market right now?

Do you have a computer and are you online?

Would you be willing to take 20 minutes and view our newest movie on "The Himalayan Health Secret"?

Here's how: Log on to _____(your website) or FreeLife.com, then when you come up to a black screen with snow-topped mountains, click on "Videos and Movie" on left sidebar. Then Click on "Himalayan Health Secret" movie (projector icon) to view.

When you're finished, click on "Customer Comments" on left sidebar to read what others are saying about this life-altering new juice.

Could we get back to you in about 30 minutes? (if not..)

Then would tomorrow afternoon or evening be better (always give a choice)

(Get appointment set). I subscribe to the Honor Code--if something comes up , I promise to call you and reschedule. Could I ask you to do the same with me? My number is _____.

(Now call your upline and get them to set aside the time to go on this 3rd step of the this appointment with you--the Enrollment.)

2nd script

Print this out and put it in your "Scripts" file for use today and in the future (this is a tandem script that could also be used by one person who learns the system):

Hi _____,this is _____. Do you have just a minute that I could talk to you about a business matter?

I don't know if you know it or not, but I've started my own business with an Inc 500 company. I'm so excited (and stand up if you have to, to sound like it!)!!! I've been making a list of people that I want to partner up with and your name kept coming up.

I have my business partner on the line with me _____. (or, skip this and continue with script if you're experienced enough to be doing the first part of the call all by yourself)

The company is FreeLife, Int'l out of CT. Have you heard of it? We're in the wellness industry and are associated with Dr. Earl Mindell, the world's foremost nutritionist. He wrote the Vitamin Bible which has sold over 10 million copies. He's also written 45 other books. In fact, do you ever go to Amazon.com? You can type in his name under books and come up with over 80 entries.

Are you open to looking at a business enterprise that's going international, into Canada (last month), Mexico and Dominican Republic this month, and all 16 European Union Countries in the next 5 months?

Do you mind if I ask you a few questions so I'll know if what FreeLife offers will fit needs?

First of all, are you familiar with the 3 types of income: linear, residual and leveraged residual income? (explain)

What are your financial goals for the next 5 years--where do you plan to be in 5 years?

Are you happy with where you are right now?

OR are you satisfied with your income or could you use more?

What is important to you in looking at a business opportunity? (or a networking opportunity if you know they've been involved in one or more)?

(Taking those things that are important to your client, weave in parts of FreeLife, like debt free, 8 years old, solid, Inc 500 company, integrity, inexpensive investment to get started, ground floor opportunity with international expansion)

(As you find out about your client, move into asking if they're familiar with any Juice Product companies (that would be Noni, Xango, etc)

Ask if they've heard stats on "functional juices" \$20 Billion in sales yearly and 15% increase yearly--really big in Mexico and Europe.

Are you familiar with Noni Juice, parent company Miranda? Do you know their statistics? Their sales were \$10 million U.S. before they took their only product international, and in 1 year, sales had increased to \$40 million, a record in international growth for a network company.

Noni Juice is considered a "functional juice" as is our Himalayan Goji Juice, yet the differences are worth taking note of. Have you ever tasted Noni Juice? It's not great. In fact, most people will tell you they'd rather not drink it.

Are you aware that Noni achieved these phenomenal growth statistics on testimonies only? Himalayan Goji Juice is comprised of 98% pure goji berries, and there are over 170 independent, clinical studies on the benefits of eating these berries every day.

Do you have any health concerns for you, your family, or friends? (work in the 34 reasons to take Goji on a daily basis)

Would you be willing to visit my website and check this out? (send them to whatever they indicated was important to them, from above questions. Use 800 number if necessary; sizzle call if appropriate from conversation).

Could I call you back in 30 minutes? (always try that before going for the next day or two).

Mention the "honor system"--We both know how things can come up. I promise to call you and reschedule if that happens; could I count on you to do the same for me? Here's my number _____ in the event that you need to reschedule.

(Now get your upline to go on the next call with you)