

The “Proven” INVITING SCRIPT

1. Do you look at other ways of making Money?

Hi _____. This is a business call. Do you have a minute? (Wait for response)

a. Listen, Do you ever look at other ways of making Money?... I recently

If you know they are hurting financially of for time.

b. You know how we're all hurting in this economy? Well I have gotten so frustrated... and I

2. Insert YOUR Why. WHY you are doing ACN.

(To get out of debt, start a college fund; retire a parent/spouse, etc.)

looked at my situation and I realized that doing what I'm doing right now is not going to get me where I want to be in the next 3-5 years. So I started looking for something and I think found it.

3. New Technology and Energy

I found this company that deals with new technology and energy... and when I saw what these guys are doing, I got excited.

4. Edify Speaker

A good friend of mine Name introduced to an individual named _____ who is expanding his business in our area, and having tremendous financial success; I don't know how I did it, but somehow I got him/her to come to my house this date/time to show me and a small select group of people exactly what he is doing. Can I put you down as coming?

5. Confirmation Call

Great, Someone from his/her office will be giving you a call just to confirm the appointment.

Confirmation List needs to be given to the presenter no later than 24hrs prior to the meeting: Name of Guest, Cell Phone #, Occupation, Relation to you and Your Address.

For ALL Questions:

Answer: *I don't know all the details, but here is what I do know.* She/he will be over at my house at date/time to explain this business to me and you. The reason I was calling you, was to help me evaluate it. Can I put you down as coming?

For ALL “A” LIST contacts or someone who has done Network Marketing before, read the script, then 3-way them on with the presenter.

Note: Do not call your contacts without first roll playing with your mentor or upline ETT.

PBR Checklist

- “Life Without Boundaries” DVD Ready
- Phones off the hook
- Cool room temperature
- Kids in bed/with babysitter
- Pets outside or someplace quiet
- Documentation on the table: Success From Home, ACN DVDs, etc
- Pens & Clipboards/something to write on
- 3 Forms on Clipboard: 1-10 Overviews IN COLOR, Rep Agreements and Training Flyers
- Customer Surveys
- Sign in Sheet
- Refreshments (NO alcohol), Light Snacks
- Upbeat Music Before & After the Presentation

***** **MOST IMPORTANT, BE EXCITED and HAVE FUN!!!** *****

Monday Night Call - 10:00pm MST 712-432-1413 Code199503#