

Here is the Live Interviewed Leads phone script.

**TIP: keep the initial call short and sweet.**

Hi, is this \_\_\_\_\_? Hi \_\_\_\_\_, my name is YOUR NAME and I'm calling you from my home in TOWN/STATE. \_\_\_\_\_, you had recently spoken to my business partner (AGENT NAME) and indicated that you are interested in learning more about making money in the travel industry. Is now a good time to chat?

**Here are some rapport-building questions:**

Great! Tell me a little about yourself \_\_\_\_\_. What do you currently do for work?

Do you have any previous experience building a home business?

Aside from money, \_\_\_\_\_, what are some reasons why you're looking to start a home business? (time freedom, by your own boss, make my own hours, etc.)

When you find the right business, are you looking to get started right away?

If yes, Great! Direct them to your website where they can watch the presentation and also provide them with your phone number - find out how soon they can watch the presentation and then schedule a follow up call around that day/time.

If no, direct them to your website where they can watch the presentation and also provide them with your phone number so that they can contact you when they're able to get started. Call them back in a few weeks even if you don't hear from them because "the fortune is in the follow up!"

**YOU'RE THE THIRD PERSON TO CALL ME – here's how you respond:**

Hi #NAME#, my name is Jason and I'm calling you from my home in AZ. You spoke to my business partner #AGENT NAME# today regarding your interest in making money from home. Did I reach you at a good time – do you have a minute?

Prospect's response: "You're the third person to call me today"

Prospect's response: "I already talked to someone about this"

Prospect's response: "I looked at the information and I'm not interested"

Your response: Yes – the company that interviewed you typically shares your information with three different business partners so that you can evaluate them and determine which is the best fit for you. BUT...I can assure you that my business is anything like what you might have already looked at – I would encourage you to check us out and see for yourself why so many people are joining us daily.

**NO ANSWER? Send this text!**

Hey #NAME#! My name is Jason and you spoke with my business partner #AGENT# today about your interest in making additional income in the travel industry. When is the best time for me to call you?

When confirming an appointment with your prospect, be sure to drive home the importance of them showing up for the scheduled time - your time is valuable so don't be afraid to put some responsibility on them.

Here's what to say : So PROSPECT, are you great with keeping appointments? Your time is valuable and so is mine, so if for whatever reason you aren't able to make our scheduled appointment, would you extend the professional courtesy and let me know ahead of time by phone or text? And I'll be sure to extend the same courtesy to you...if I can't make our appointment I will let you know in advance. Sound fair to you? Great!

Note; 50% of your schedule appointments will show up regardless of how well you set the appointment. If you schedule 10 appointments, expect 5 to show up.

Only leave messages for people that have a professional voicemail greeting. Note: the same number of people will call you back regardless of whether or not you leave a message.