The McNelly Training

Q.I. Filtering System

- The Q.I. List Builder
- The Q.I. Invitation
- The Q.I. Interview
- The Q.I. Meeting
- The Q.I. Followup
- The Q.I. Getting Started

THE ULTIMATE INVIATION SCRIPTS

The more quickly you become comfortable with the content of the scripts, the more effective you will be.

INTRODUCTION

You are on the verge of a new Explosion in your business. In your hands is a powerful List of Scripts which will start the Pure Q.I. Filtering System which is "The Invite". When I was at the age of 21, I was handed my very first script which helped me launch a career that has now spanned over 30 years. Throughout my many years of networking, I have come across many types of Scripts and Approaches, which led to me putting together this Master List of Scripts your holding right now. In your hands is my entire personal list of scripts for filtering your prospects before going to the next step of the System.

LET THESE SCRIPTS BE A FILTER

The purpose of this manual is to act as a guide to help you become more effective, and a more powerful communicator. This Industry works if you communicate. The more people you communicate your message to and the more you improve your skills, the better "The Filtering Process" will be. Scripts have a very important purpose: to be a guide in helping you put the right words in your mouth. However, the individuals who practice the scripts and memorization them take their businesses to higher levels, allowing them to unconsciously move through each conversation. Use this Manual as a guide to help you know the right things to say, how to say them, and when to say them.

A FEW TIPS BEFORE YOU START

Practice it, Try it, Correct it, Repeat. "Repetition" is the Secret to learning. Take time to practice each of these scripts by reading them aloud, Try it on someone live, Correct anything you feel needs a little work & Try it again. The more quickly you become comfortable with the scripts, the more effective you will be. You do not want to sound like you are reading it off a piece of paper, but to memorize each of these scripts so that you can simply walk through a conversations with your prospects.

1. STAND UP WITH ENERGY

Posture and Energy are very important. How do you come across on the telephone? Do you sound like you are in charge, in control and successful? If it takes you standing up, in a powerful stance in order to create that "In Control" energy, then go for it!

2. LET THEM HEAR YOUR EXCITEMENT

People get sold on YOU before they buy your product, or opportunity. With the Filtering Process you still have to have enthusiasm, excitement and energy! It is often the energy that they "Feel" and "Hear" in your voice that will get their attention to hear what you have to say.

3. YOU'VE GOT THE GOLDEN OPPORTUNITY

You have the opportunity of a lifetime to share with others. "Own it" You are going to be dealing with a lot of people who go to a job, work all day, go home and repeat that process over and over, year after year. You've got something incredibly powerful and life changing. Act like it and they will follow.

THE ULTIMATE INVIATION SCRIPTS Cont . . .

4. KEEP CONTROL OF THE CONVERSATION

You are the person in charge. Don't ever let your prospect take control of the conversation. You are the person guiding the conversation. If you let your prospect take control, you've lost. Remember, "They" are the ones looking for change. You are the person who has the "Vehicle" to help them make that change happen.

5. FILTER, DON'T CHASE YOUR PROSPECTS

There is a difference between "Chasing" and "Following Up" with your Prospect. Remember this whole system is a Filtering System to save you time with people that the timing is not right for them right now. Chasing leads to nothing but frustration and time wasted. You'll know you're chasing when they either never answer or never call you back. Use your ears and listen to both what is being said and how it is being said. If you pay close attention to what is happening during your prospecting calls, you will be able to pick up on simple clues that tell you whether or not you are on the phone with the "Right Candidate" for your business, so you can quickly move on to the next prospect on your list.

6. STUDY THIS BUSINESS

The biggest earners are students of this business, students of people and students of success. Learn from both your mistakes and your successes. Become a sponge and learn everything you possibly can to solidify your skills, your mindset and your knowledge. The more you know, the more effective you will be. One of the best things you can do to assure your success is to stay "Plugged In" to the Leaders in your company. Stay plugged in to the one that are currently active & growing. The more time you invest in being involved and being active, the more likely your success will be. I learned a long time ago to stay focused on what the producers were doing and not just what they were saying. Lean on your leadership for support and assistance to help you understand what to do and how to do it. This will help you create greater competence and an example for your own team. But, don't become codependent on your leadership! Your leadership is there to assist you in growing and developing your team. They are not there to do it for you.

7. ARE YOU SMILING?

There is a powerful energy that a smile brings to any conversation, whether on the telephone or in person. People are looking for happiness in their lives. If you sound grumpy, or unhappy, people won't want to talk to you. Sound like you are having fun, and you'll find yourself attracting like-minded people. "Have Fun" This is a Journey! Have fun with the process. Don't merely go through the motions. Go through the motions and have "FUN" with it. The more fun you have, the more you'll succeed.

HERE'S MY GOAL

My Goal with this Manual of Scripts is to help individuals like yourself achieve the levels of success in this great profession of Network Marketing. Remember this, your goal is to allow these Scripts to be a Filter to see who's looking, wanting to go to the next step & find out more Information, not a Yes or No. Focus your time on these types of Income producing activities on a consistent basis and your success will be just a matter of time. "Be Bold, have some Fun, and enjoy the Journey"

Expecting your Very Best,

Dale Mcnelly

SCRIPTS FOR MAKING PHONE CALLS:

Here are the 8 steps of the Invitation Outline. Below I've put together several statements in each section for you to pick from that best fits your personality. On page two I put together an Invitation script that uses one statement from each so you can see how to put together your own.

#1 BE IN A HURRY

- I don't have a lot of time to talk, but it was really important I reach you...
- I have a million things going on, but I'm glad I caught you...
- I'm running out the door, but I needed to talk to you real quick...
- Now isn't the time to get into this and I have to go, but…
- I'm have to run, but…

#2 COMPLIMENT THE PROSPECT

- You've been wildly successful and I've always respected the way you've done business.
- You've always been so supportive of me and I appreciate that so much.
- You're one of the most connected people I know and I've always admired that about you.
- You're the most *(or one of the most)* important person in my life and I really trust your instincts.
- You have an amazing mind for business and can see things other people don't see.
- I was thinking… who are the sharpest people I know? And I thought of you.
- You're one of the most positive and energetic people I've ever met.
- I've always admired the fact that you're always open to looking at new things.
- I need someone to find the holes in something I'm looking at and absolutely nothing gets past you.
- You're one of the most *(health conscious/technology savvy/fashion conscious/wellness-minded/financially etc.)* people I know and I've always respected that about you.
- You're one of the smartest people I know and I really trust your judgment.
- For as long as I've know you I've thought you were the best at what you do.
- You've give me some of the best service I've ever received.
- You are super sharp. Can I ask what you do for a living?
- You've made _____ *(what ever their doing for you right now)* a fantastic experience.

#3 MAKE THE INVITATION

- When you told me _____, *(something they shared)* were you serious or were you just kidding around?*(Wait for answer).* Great! I think I've found a way for you to get it /solve the problem/ make it happen/etc." *(This is for situations where you know an area of their dissatisfaction)*
- I think I've found a way for us to really boost our cash flow.
- I found something you really need to see.
- I'm launching a new business and I really want you to take a look at it.
- When I thought of the people who could make an absolute fortune with a business I've found, I thought of you.
- Are you still looking for a job *(or different job)* I've found a way for both of us to start a great business without all the risks.
- If I told you there was a way to increase your cash flow without jeopardizing what you're doing right now, would you be interested?
- I've teamed up with a company that is opening/expanding in the _____ *(their city)* area.
- I've found something exciting and you're one of the very first people I've called.
- When I thought of quality people that I'd really enjoy working with I thought of you.
- Would you be open to hearing what I'm doing?
- Let me ask you something… are you be open to diversifying your income?
- Let me ask you a question, off the record. If there were a business you could start working part-time from your home that could replace your full-time income, would that interest you?
- As you know I've been a *(insert occupation),* but because of (negative factors) I've decided to diversify my income. After considering my options, I've identified the very best way to make it happen.
- I found an exciting business, and together, I think we could do something special. 1+1 might add up to 10.
- With your skills, you could make $100,000 a month in a business I've just started.
- I've found the calling you've been waiting for your whole life.
- Have you ever thought of diversifying your income?
- Do you keep your career options open?
- Do you plan on doing what you're doing now for the rest of your career?

CONT. ON PG.2

SCRIPTS FOR MAKING PHONE CALLS cont....

Here are the 8 steps of the Invitation Outline. Below I've put together several statements in each section for you to pick from that best fits your personality. On page two I put together an Invitation script that uses one statement from each so you can see how to put together your own.

MAKE THE INVITATION cont....

- I've just started a new business and I'm scared to death so before I get going I need to practice on someone friendly, would you mind if I practiced on you?
- I'm thinking about getting started with a business I can run from my home, would you help me check it out and see if it's for real?
- I found a business I'm really excited about, but what do I know, you have so much experience, would you look at it for me if I made it easy and let me know if you think I'm making the right move?
- A friend told me the best thing I could do when starting a business is to have people I respect take a look at it and give me some guidance, would you be willing to do that for me if I made it simple?
- I've started a business and really need someone to help me poke holes in it, nothing gets past you, would you be willing to examine it for me?"
- The business I'm in clearly isn't for you, but I wanted to ask, who do you know that is ambitious, money motivated and would be excited about the idea of adding more cash flow to their lives?"
- Who do you know that might be looking for a strong business they could run from their home?"
- Who do you know that has hit a wall with business & might be looking for a way to diversity their income?
- Do you know any sharp people who live in _____ *(city)* Could I get their name and email address if you have it? I have business expanding in that area & I want to see if they think it will be successful there.
- Do you know anyone involved in a serious job search?
- I work with a company that's expanding in our area and I'm looking for some sharp people that might be interested in some additional cash flow. Do you know anyone who might fit that description?"

#4 IF I ? , WOULD YOU ?

- **IF I** gave you a DVD that laid out all the information in a very professional way, **WOULD YOU** watch it?
- **IF I** gave you a CD that described the business, **WOULD YOU** listen to it?
- **IF I** gave you a magazine (or some other prospecting printed piece), **WOULD YOU** read it?
- **IF I** gave you a link to an online presentation that explained everything, **WOULD YOU** click on it and watch it?

#5 GET A TIME COMMITMENT

- When do you think you could watch the DVD for sure?
- When do you think you could listen to the CD for sure?
- When do you think you could read the magazine for sure?
- When do you think you could watch the link for sure?

#6 CONFIRM

- So, if I called you Wednesday morning, you'll have seen it for sure right?
- So, if I called you sometime on Thursday, you'll have listened to it for sure right?
- So, if I called you on July 2nd, you'll have watched it for sure right?

#7 GET A TIME AND NUMBER

- What's the best number and time for me to call?

#8 GET OFF THE PHONE!

- Great. We'll talk then. Gotta run!

NOW LET'S PUT IT ALL TOGETHER:

#1 I don't have a lot of time to talk, but it was really important I reach you. #2 You're one of the most connected people I know and I've always admired that about you. #3 Let me ask you something… are you be open to diversifying your income? #4 If I gave you a link to an online presentation that explained everything, would you click on it and watch it? #5 When do you think you could watch the link for sure? #6 So, if I called you Wednesday morning, you'll have seen it for sure by then right? #7 What's the best number and time for me to call you back? #8 Great. We'll talk then. Gotta run!

SOCIAL MEDIA INVITATION POST:

It's highly recommended that you follow both the post template and follow up template verbatim, in order to maximize your results. Both have been proven to literally create millions of dollars in revenue.

TIP #1 Posts with photos receive more engagement on social media. Use your enrolling sponsor's before/after photo in your post.

TIP #2 Post Sunday through Thursday between 7:30pm-8:30pm *(in your local time zone)*

IF YOU HAVEN'T STARTED YET:

YOU: After watching my friend *(sponsors name)* release / experience _____, _____ and _____ thanks to an amazing *(product info here)*, I decided it was time for me to experience similar results, because I am tired of feeling _____, _____ and _____.
I'm so excited to get started and to get my body back. My system hasn't even arrived yet and I'd love to have some of my good friends join me on this journey so we can hold each other accountable and get the healthiest we've ever been together. Who's up for looking and feeling their best?

OR: I've only been using the system for ___ days and I'm already _____, _____ and _____I'd love to have some of my friends join me on this journey so we can hold each other accountable and get the healthiest we've ever been together. Who's up for looking and feeling their best?

PROGRESS POST: (highly recommend including transformation pics if you have them):

YOU: Before I found this system, I was feeling _____, _____ and _____ and I'd had enough. After watching tons of my friends get results, I decided to get started on an amazing *(product info here)* and I can't believe what's happened! I've only been using the system for _____ *(days/weeks)* and I've already experienced _____, _____ and _____!! I'd tried so many things before this and I'm just so grateful to my friend *(sponsor name)* for introducing this to me. It's super simple to follow, it's truely amazing! Finally, a solution that actually works!!!

AFTER COMMENTS, FOLLOW THIS TEMPLATE WORD FOR WORD:

(Note make sure to find out your Partners available call times for the current week before this conversation).

YOU: Hey _____*(name)* I'm glad you commented, one of the things that excites me most about starting this system is doing it with _____ *(friends/family/people I know/co-workers, etc).* This may or may not be for you, but if it is, what would you love to see happen?

THEM: _____ *(their response i.e. lose weight, have more energy, etc).*

YOU: Awesome, a big reason I was inspired to get started, is because this system seriously works for everyone. I've seen so many incredible transformations. I know that one of the biggest things that contributed to my getting out of shape was _____, _____, _____ *(enter your personal challenges i.e.'no time to eat healthy, didn't know where to start, too busy with the kids, working long hours, etc).*
What have been some of your biggest challenges with *(losing weight, sleeping better, etc)?*

THEM: _____ *(their response)*

YOU: I can totally appreciate that, you're going to love this. Let's do this, since I'm just getting started, I'd love to get you on a call with my friend _____*(partner)* and me. You'll love him/her! He/She is _____ and _____ *(see examples below).* What are some times that work for you over the next day or two?

Examples: He's/She's really been amazing since day 1 and there's no one better to help you get all your questions answered. or He's/She's super knowledgeable about how this all works and has already helped tons of people achieve their goals on this *(product)*"

THEM: That sounds great! I'm available _____ or _____ *(day/time)*

YOU: Ok, awesome. Let me confirm with _____,*(partner)* which works best, he/she is super busy.
OK, we're set for ___ *(time).* Before we hop on the call, there is a video that provides some context for our conversation, if I sent it to you before we chat will you watch it for sure? They're less than 10 mins.

THEM: Absolutely.

YOU: Great should I send them through FB?

THEM: Sure

YOU: OK, will do. What's the best # to reach you on for our call?

THEM: _____ *(their number)*

YOU: Great, talk soon!

SAMPLE INVITATION TEXT ABOUT BUSINESS OPPORTUNITY:

This is designed to help someone enroll their first few people. This does NOT replace the tok Post or Phone call Invitation. This is to simply reach out to the "Two people who they know, that would for sure want to do this with them.

STEP 1 TEXT / FB MESSAGE

YOU: Hey, You keep popping into my mind. I'm working on something exciting & can't help but think that you might be perfect for it. Would it be okay if I send you a voice memo explaining a little bit more?

STEP 2 VOICE MEMO

YOU: Hey ____ (Name) I hope you're doing great/It's been forever since we've talked, Hope you're having an awesome day/etc. *(be quick)* The reason I thought of you, is because you're one of the most _____ *(tallent/asset they have)* and _____ *(pay them a sincere compliment)* people I've ever met & I just think the world of you. A few days/weeks ago my friend _____ *(partner)* introduced me to a unique Global Health & Wellness Company called ???????.

After doing my research, I realized that the company offers an incredible financial opportunity and the products are amazing too,in fact I'm already _____ *(down a few pounds, sleeping better, experiencing more energy, etc).* Even though my *(job, business, time as a stay at home mom, etc)* _____ *(pays me well, keeps me busy, pays the bills, etc),* I'm tired of the _____ *(challenge)* and _____ *(challenge)* and really believe that this is the vehicle that will allow me to _____ *(enter your why/vision).*

So, I'm putting together a core group of people who I believe are _____ and _____ *(i.e. into health & fitness, entrepreneurial, team players, love to have fun, seeking more freedom, influential, passionate, motivated etc)* and _____ *(say their name again)* naturally you are at the top of that list. Now, I know you _____ *(love your job, are really passionate about your business, already have so many irons in the fire already, are super busy, etc.),* but I'm gonna to run with this and think you'd absolutely crush it, too.

I have no idea whether or not this will be for you, or if the timing is right, but if it is, you'll be really happy I shared it with you. Does this sound like something you'd be open to learning more about?

THEM: Well sure, can you tell me more?

YOU: Of course, what I'd love to do is get you on a call with my friend/partner _____ *(partners name)* and me. You'll love his/her story it's amazing *(share you partner's "30 second story").*

THEM: That sounds great! I'm available _____ *(time their available)*

YOU: Ok, Let me confirm with _____, *(partners name)* which of those works best, he/she is super busy.

YOU: OK, we're all set for ___ *(time).* Before we hop on the call, there is a video that provide some context for our conversation, if I sent it to you before we chat will you watch it for sure? It's less than 20 mins!

THEM: _____ *(their answer)*

YOU: Great should I send them through FB or Email?

THEM: Facebook/Email

YOU: OK, will do! What's the best # to reach you on for our call?

THEM: _____ *(their phone number)*

YOU: Great, talk soon!

HOW TO RESPOND IF THEY SAY/ASK:

THEM: How does it work?

YOU: It's so simple, I'll send you a few things to look at *(then get back to the script)*

THEM: What's the name of the company?

YOU: It's called __?__ *(then get back to the script)*

SAMPLE INVITATION TEXT ABOUT THE PRODUCTS:

This is designed to help someone enroll their first few people. This does NOT replace the Facebook Post or the Phone Call Invitation. This is to simply reach out to the "Two people who they know, that would for sure want to do this with them.

YOU: Hey _____ *(name)* Any interest in *(insert your product here)* with me? I'm ready to _____ *(lose X pounds, get shredded, etc)* and feel like myself again. I've seen so many before and afters & done all the research, it's the real deal and I'm super excited about it. My friend is coaching me, she's worked with loads of people and doesn't charge anything, all we do is pay for the products. Wanna do it with me?

OR:

Hey _____ *(name)* Any interest in *(insert your product here)* with me? I've only been using the system _____ *(# of days)* and am already experiencing _____ *(your experience)* I was tired of seeing everyone's before and afters and was ready for my own! It's so easy to do & everything tastes amazing. My friend is coaching me, she's worked with loads of people and doesn't charge anything, all we do is pay for the products. Wanna do it with me?

THEM: YESSSS!!!!

YOU: Sweet! My box is already on it's way, best thing to do is connect you with _____ *(coaches name).* What's your availability for a call over the next day or two?

THEM: I can chat now or _____ *(time)*

YOU: Ha! She can't get on a call today, but can _____*(day)* at either ___*(time)* or ___*(time)* which of those times works best for you?

THEM: _____ *(time)*

YOU: Ok, that's perfect. I'll call you with her on the line. She had me watch a short video before our call and asked if you could watch it too. It's 10 minuites total, I'll send them tomorrow morning,can you watch it for sure?

THEM: Yes

YOU: Great. So excited to do this together! Wait til you see the results people are getting, you'll flip. Talk to you at ____ *(time)* If for some reason you need to cancel, please give me plenty of notice. I want to be mindful of her schedule.

THEM: I'm excited! Thanks for thinking of me!

YOU: This will be us soon *(send them emoji i.e. "bikini," "fit girls" "shredded")*

THEM: Woot Woot! *Send Instructions either the day of the call or the day before the scheduled call with:*

YOU: Hey ____ *(name)* I told ____ *(partner's Name)* all about you and he/she is excited to connect with you! Please make sure to watch videos before we chat, so we can be mindful of ____ *(partner's name)* time as well as yours. I'll call few minutes before ____*(time)* looking forward to chatting with you.

HOW TO RESPOND IF THEY SAY/ASK:

THEM: How much is it?

YOU: It really depends, everything is customized and you're just re-allocating grocery money, so it'll fit within whatever you're currently spending on food. *(then get back to the script)*

THEM: How does it work?

YOU: It's so simple, I'll send you a few things to look at *(then get back to the script)*

THEM: What's the name of the system?"

YOU: It's called ___?___ *(then get back to the script)*

WHEN PEOPLE ARE NOT INTERESTED:

This is for People who say their not interested in Joining you with your Products or the Business Opportunity.

YOU: No worries. I really appreciate you listening. Would you be open to doing me a favor and support me as a customer?

THEM: Yeah, of course.

YOU: Thank you so much. Curiously, what are some of your current health goals?

THEM: _____ *(their respond)*

YOU: One of the things I love most is that this system seriously works for everyone. I've seen so many incredible transformations. I know that one of the biggest things that contributed to my getting out of shape was _____, _____, _____ *(enter in your personal challenges i.e.'no time to eat healthy, didn't know where to start, too busy with the kids, working long hours, etc).* What have been some of your biggest challenges with _____ *(enter their goal— losing weight, sleeping better, etc - whatever they said are their goals)?*

THEM: _____ *(their respond)*

YOU: I can totally appreciate that, you're going to love this. Let's do this, *(since I'm just getting started),* I'd love to get you on a call with my friend _____ *(partners name)* and me. You'll love him/her! He/She is _____ and _____ *(see examples below).* What are some times that work for you over the next day or two?

Examples:

1. He/she's really been amazing since day 1 and there's no one better to help you get all your questions answered.
2. He's super knowledgeable about how this all works and has already helped tons of people achieve their goals on this system.

THEM: That sounds great! I'm available _____ (day/time) or _____ (day/time).

YOU: Ok, awesome. Let me confirm with _____, *(partners name)* which works best, he/she is super busy.

YOU: OK, we're all set for ___ *(day/time).* Before we hop on the call, there are a couple of brief videos that provide some context for our conversation, if I sent them to you a few hours before we chat will you watch them for sure? They're less than 10 mins.

THEM: Absolutely.

YOU: Great! Should I send them through FB?

THEM: Sure

YOU: OK, will do. What's the best # to reach you on for our call?

THEM: _____ (number)

YOU: Great, talk soon! **AND THAT'S IT, DO NOT CONTINUE THE CONVERSATION PAST THAT!**

SCRIPTS FOR STARTING UP CONVERSATIONS:

The Magic is in Asking the Right Questions Useing F.O.R.M. People like to talk about their Family, Occupation, Recreation & Money.

EX. #1 WHAT HAVE YOU BEEN UP TO LATELY?

YOU: Whatever they talk about… FOCUS ON IT When they ask what YOU have been up to, say… I'm so excited that I just started my own business. I'm working with a company called __?__ that is creating wealth for thousands of people. I'm looking for five motivated people that want to make a six-figure income. Who do you know? Great! I'm working with an extremely successful business owner _____. They have introduced me to a company called __?__ that has phenomenal health, weight management and skin care systems that cleanse the body. As a side benefit, you can lose weight, gain more energy and improve your health. In fact, I have lost _____*(pounds)* Wealth is being created by so many people in this company. *(pause)*

YOU: I'm looking for some motivated people that value their health and want to make extra money. Does anyone you know come to mind? I'm working with a successful business owner that helps retire people in three to five years. Can you think of anyone that might be interested? I teach people how to create weekly cash flow and increase their bottom line in a down economy. *(Then Be Quiet)*

THEM: How do you do that?" or "What is it?"

YOU: Well, I'm working with an **$???** million/billion-dollar company headquartered in *(City & State).* They have helped create more six and seven-figure income earners than any other company in America over the last six years! *(Then Be Quiet)* If they ask for more info. get their e-mail or number.

EX. #2 HOW IS YOUR JOB GOING? HAVE YOU HAD ANY PROMOTIONS LATELY?

Are you open to taking a look at something that you can make extra income without leaving your current job? Great! Tell them your compliant story. Set an appointment.

EX. #3 HAS OUR FINANCIAL CRISIS AFFECTED YOU?

Are you open to looking at something that can create an immediate income for you? Great! Tell them your compliant story. Set an appointment.

EX. #4 ON AN AIRPLANE, ARE YOU ON A HOLIDAY/VACATION?

This is an opening a doorway to finding common ground to connect so you can introduce Isagenix.Tell them your compliant story. Set an appointment.

EX. #5 CRAZY DAY ON WALL ST. IS THAT SOMETHING THAT CONCERNS YOU?

I used to worry about that too. Fortunately, I have found something to add to my retirement and that I feel really great about investing in. Tell them your compliant story. Set an appointment.

EX. #6 HAVE YOU SEEN THE PAPER LATELY ABOUT ALL THE TOXINS IN OUR ENVIRONMENT?

Fortunately I do not worry about that anymore. Tell them your compliant story. Set an appointment.

EX. #7 COMPLIMENT APPROACH. YOU ARE REALLY GOOD AT WHAT YOU DO!

You are really good at what you do. I bet you get paid a lot of money doing this. Wait for their response. "Well, I have something you would be incredible at. Can you talk tonight and be in front of your computer? Great. Set an appointment.

ASKING FOR REFERRALS:

A. We have been friends for a long time… Maybe You Can Help Me. I just started my own business and am looking for some motivated people that are looking to change their position in life. Do you know anyone looking to make an extra income?

B. I really respect you for your business success. I just started my own business and am looking for some motivated people that are looking to change their position in life. Do you know anyone looking to make an extra income?"

C. I have come across something that I really need your opinion on. Do you have some time tonight around ____ (time) Can you please be on your computer, it will take about 20 minutes? Great. Talk to you later!