

Scripts for Success



Salon

Could be hairdresser, beauty salon, plastic surgeon clinic, botox clinic etc.

Hello

Hi my name is _____ I was wondering if the owner/Name was available please?

No they are busy

Ok no problems what is a good time to get her/him?

10am tomorrow

Thanks I will try again then, if she gets a spare minute my direct number is _____ thanks.

If they say: "**What is this in regard to?**"

I am a representative for the only adult derived stem cell product cosmetic line in the world – Luminesce which everyone is talking about at the moment because of the media attention and personal results. I am ringing only the top salons/hair dressers in the country that may be a good fit to stock this new product to meet public demand.

If the owner answers or is available:

Hi Karen I know you are most likely extremely busy and I can relate to that so I won't take up much of your time. Do you have two minutes to spare?

Only two, what's this about?

Great thanks, Karen I am ringing just the top salons in the country at this stage to meet public demand for our new product line. I am a representative for the only adult derived stem cell cosmetic line in the world called Luminesce, which everyone is talking about at the moment because of the media attention and people's personal results. It's got a massive following and a good margin would you be interested in finding out some more?

Yes

Book a meeting.

Hi Karen I know you are most likely extremely busy and I can relate to that so I won't take up much of your time. Do you have two minutes to spare?

Only two, what's this about?

Great thanks, Karen I am following up with the top salons in the country at this stage to meet public demand for our new product line after the email I sent to you. I am a representative for the only adult derived stem cell cosmetic line in the world called Luminesce, which everyone is talking about at the moment

because of the media attention and people's personal results. Do you recall getting my email?

No.

That's Ok you must get 100's of emails per day. I can resend it. It mainly covered the science, clinical trials, media attention, people's personal results and your profit margins. This product line has currently got a massive following but pretty new in Australia. Would you be interested in finding out some more?

Yes

Book a meeting.

Phone Scripts:

Hello

Hi is this Robert Smith?

Yes it is

Hi Robert I have been meaning to call you for a while, my name is _____ I am an entrepreneur f_____ have I caught you at a good time?

Yes all good how can I help you?

Robert, I'm calling because I found your profile online and you fit into the category of people I am talking with. I have just partnered with a few other Entrepreneurs in bringing a company to Australia from the USA and the business is going crazy, I don't bother speaking with customers or the every day people Rob, I talk to people like yourself that are go getters, leaders and Entrepreneurs to see if there is any interest in unique opportunities like this one. What are you doing with yourself right now? Are you in business?

Robert

Hello

Hi is this Robert Smith?

Yes

Hi Robert I have been meaning to call you for a while, my name is _____ I am an entrepreneur from _____ have I caught you at a good time?

Actually I am just about to head into a meeting.

Not a problem when is a good time to give you a quick call back?

Hello

Hi is this Robert Smith?

Yes

Hi Robert I have been meaning to call you for a while, my name is _____ I am an entrepreneur from _____ have I caught you at a good time?

Actually I am just about to head into a meeting.

Not a problem Rob I will only take up 60 seconds of your time and maybe give you a call back when you have more time to spend.

I'm calling because I found your profile online and you fit into the category of people I am talking with. I have just partnered with a few other Entrepreneurs in bringing a company to Australia from the USA and the business is going crazy, I don't bother speaking with customers or the every day people Rob, I talk to people like yourself that are go getters, leaders and Entrepreneurs to see if there is any interest in unique opportunities like this one. What are you doing with yourself right now? Are you in business

Referral:

Referral calls work a lot better if the person has edified you and has told their friend that you will be calling about a business opportunity. The person being called needs to be open to it and expecting the call.

Hello

Hi is this Robert Smith?

Yes

Hi Robert I have been meaning to call you for a while, my name is

_____ I am a friend of
_____ based in _____ have I
caught you at a good time?

Yes all good how can I help you?

Robert, I'm calling because Arthur speaks extremely highly of you as a person and someone that fits into the category of people that we are talking with right now. We have just brought over a company to Australia from the USA which is going crazy, we generally don't bother speaking with customers or the every day person Rob, we talk to people like yourself that Arthur described to me as being a "business minded person with great integrity" to see if there is a good fit with what we are doing. What are you doing with yourself right now? Are you in business?

Robert _____

Networker

I have found that calling a networker cold works better if you don't let in that you know they are in networking until they tell you. Naturally it works a whole lot better if you can make that call a warm lead and booked in phone call.

Hello

Hi is this Robert Smith?

Yes

Hi Robert I have been meaning to call you for a while, my name is _____ I am an entrepreneur from _____ have I caught you at a good time?

Yes all good how can I help you?

Robert, I'm calling because I found your profile online and you fit into the category of people I am talking with. I have just partnered with a few other Entrepreneurs in bringing a company to Australia from the USA which is going crazy, I don't bother speaking with customers or the every day people Rob, I talk to people like yourself that are go getters, leaders and Entrepreneurs to see if there is interest in unique opportunities like this one. What are you doing with yourself right now? Are you in business?

Is this a Network Marketing Opportunity?

Yes absolutely – I wouldn't do any other type of business in 2013

I'm actually already in Network Marketing with a company called

“ _____ ”

Oh yes I know “XYZ” company, how is that working out for you in 2013?

Answer

Great, look Rob I just love seeing people succeed in MLM because it gives the industry a good name and I am passionate about MLM and helping people. In my company we are seeing people that have never made money in networking before make money, we are seeing part timers now make full time income and we are seeing full time networkers now make rock star income. I guess it helps when we have the formula that we do in the fastest growing MLM in Australia and number 3 Globally.

What's the formula?

What company are you with?

Etc.

Answer - Formula – 12 months of research – All the points that make Jeunesse great – Global, good pay plan, momentum etc.

If it is a stand off grab his/her facebook account name and stay in touch. Call them up every month or so to see how they are going.

If they show interest then use what you know works. Plug them into our system: Webinar, live event, 3 way, face to face etc.

Hi is this Rob?

Yes

Hi Rob, my name is _____ I am an entrepreneur/network marketer (say whichever one you feel most comfortable) from _____. I am one of the leaders in a company that has just launched in Australia, is the 3rd fastest growing company in the world, we have people making \$100K per week in under 3 years, leaders from other companies are joining us because they are seeing what is happening and everyone is talking about it. Are you earning the sort of income that you deserve Rob?

I'm doing Ok

That's great Rob, well if you were anything like me in my last company I was doing Ok as well but I wanted to do better than Ok and in a short period of time. I loved my products and team, but I knew I had to make a business decision; it was the best thing I ever did. Sometimes you have to make a business decision or even the smart move is to have a plan B Rob and get a position just in case. Do you know what I mean?

Hi is this Rob?

Yes it is

Hi Rob, My name is _____

_____ I am an entrepreneur/network marketer from Sydney. Have I caught you at a good time?

Yes I am free

Great. Rob, I am one of the leaders in a company that has just launched in Australia, is the 3rd fastest growing company in the world, we have people making \$100K per week in under 3 years, leaders from other companies are joining us because they are seeing what is happening and everyone is talking about it. Are you earning the sort of income that you deserve in networking Rob?

I'm doing Ok

That's great Rob, well if you were anything like me in my last company I was doing Ok as well but I wanted to do better than Ok and in a short period of time. I loved my products and team, but I knew I had to make a business decision; it was the best thing I ever did. Sometimes you have to make a business decision or even the smart move is to have a plan B Rob and get a position just in case. Do you know what I mean

Hi is this Rob?

Yes it is

Hi Rob, my name is _____ I am an entrepreneur/network marketer from _____ . Have I caught you at a good time?

Yes I am free

Great. Rob, I found your profile online (or) I was referred to you by _____ (whatever the case may be) and understand you are in Network Marketing at some level is that right?

Yes that is correct.

Awesome I love the industry. How is it working out for you so far?

Answer.....

Great. Well Rob,

- I am one of the leaders in a company that has just launched in Australia,
- it is the 3rd fastest growing company in the world,
- we have people making \$100K per week in under 3 years,
- leaders from other companies are joining us because they are seeing what is happening and everyone is talking about it.

My main focus is talking to other networkers as they know the industry, they have a great mindset and quite often depending on the company they are in may not necessarily be earning their net worth for the work they put in mainly because they don't understand the formula that we have.

Rob, I know you are probably loyal to your company and team, company and products but as a leader sometimes you have to make a business decision which benefits everyone, if you are open to having a look at what we have I would love to talk further about why so many people are having success with our company.

Leads

These may have come from a newspaper ad, internet lead, flyer etc. They tend to be the next easiest calls to make after warm market.

Hello

Hi is this Robert Smith?

Yes

Hi Robert my name is Aaron Byerlee, you came across my website/newspaper ad/flyer/Facebook/sign recently regarding the number 1 Home Business opportunity in Australia. Do you remember that?

Yes, I have looked at a few lately.

Great. Are you looking for part time or full time income?

Answer

Great, are you looking for a job or a business opportunity? *(ask this to qualify them)*

Job that I can do from home

Ok Robert what I have on offer is a Home Business opportunity for those people that want to be in control of their financial future with their own lucrative home business. Is that something that you would consider?

No I am after a job

Ok, thanks for your enquiry and I wish you all the best with your job hunting.

If they answer they are after a “business”:

Ok that is great I am looking for people like yourself to see if there is a good fit. What do you do right now and what was your motivation in answering my ad?

Answer

That's great. *(Then tell your story, make a connection and point them to a Webinar, 3 way, face to face or live event.) Then follow up.*

Timing is everything – make sure you call them no longer than 24 hours after you receive the enquiry.

Business Owner

Hello

Hi is this Robert Smith?

Yes

Hi Robert I have been meaning to call you for a while, my name is _____ I am an entrepreneur from _____ have I caught you at a good time?

Yes all good how can I help you?

Robert, I'm calling because you are a business owner like me and you fit into the category of people I am talking with. I have just partnered with a few other Entrepreneurs in bringing a company to Australia from the USA which is going crazy, I don't bother speaking with customers or the every day people Rob, I talk to people like yourself that are business owners, busy and Entrepreneurial to see if there is any interest in unique opportunities like this one. Are you open to opportunities that you can leverage part time without interfering with what you are currently doing?

I'm always open to listening. What you got?

Well Robert we know what it is like in traditional business right now for a lot of people. Times are tough, long hours, high overheads, not enough holidays, staff headaches and stress.

I'm not sure if you can relate to any of those but we certainly could.

I can actually

Yeh, business trends have changed and that is why I chose a business I can run from home in my spare time. The lifestyle is great and we have already helped people to make \$1,000 a week, \$5,000 a week, \$10,000 a week and even \$20,000 a week here in Australia in just the last 2 years. In the USA we even have people making \$100,000 per week of residual income working a global business from home. It's brand new and already the fastest growing in Australia. If you are curious to know more Robert I can send you a link via email to show you the full facts on business trends today, the boom of our industry, where it is all heading and a little on this business opportunity. What is your best email address?

Sure why not, it is _____

Press on points that will be hurting him/her - staff, overheads, global, lifestyle, tough times, trends, passive income, work from home etc. Then offer the solution. A link via email is non confrontational, non sales and the prospect thinks I can check this out when I have time and if that's all they do is send an email with a link then I could do that in my spare time. Send a link to Webinar or JBuilder.

Three Way Call

- Call up-line first and fill in on the type of person you are about to talk with and their hot spots.
- Then call prospect and make sure they are ready to go.
- Bring everyone together.
- Introduce professionally.

Distributor:

“Aaron, this is Rob he owns a gym in Parramatta and we have been talking for sometime on other business opportunities and increasing cash flow, I told him your story and he is keen to talk, the timing is right for him to put a little time into something else.

Rob this is Aaron – He used to be in traditional business like you and then researched the trends on business and realized he needed to get into the new age of business and now has a great residual income working from home lifestyle as one of the top income earners in Australia. He is one of the Australian founders of Jeunesse, on the advisory board for Australia and NZ, part of the Jeunesse Millionaires club and a great guy to inform you more on the business model, especially since he used to own gyms like you do. So I will hand it over to Aaron to fill you in more Rob.”

Prospect:

Ok tell me all about it Aaron, what you got for me?

Up-line:

Yes absolutely Rob, firstly let me ask you a bit about your gym so I have a clear picture and can share the right information with you. Are you running them long hours per day or have managers, are you looking for another opportunity right now or more interested in products for the gym?

Looking for further opportunities to increase income mainly as the gym pretty much runs itself.....

Great. Have you done any other type of business before?

No just from my PT job to owning a gym.

Awesome. Well let me ask what your vision is long term, where do you want to take your income, business and lifestyle? What are your goals?

Never ever get sucked into talking first. Never ever pitch first, never tell your story first, never talk about Jeunesse first. Ask questions, get a clear picture of what kind of person you are talking with and what their goals are and why they are on this call. Then tell your story and your vision and then talk Jeunesse.

Distributor after doing the introduction:

Don't say ANYTHING else during the call unless asked. That is important. Let your up-line do the work for you, that's what three way calls are for, otherwise

you would just do the call yourself. Talking and chipping in comments throughout the call actually defeats the power of a three way call.

Try and hook the call up with some common ground. Eg – Gym owner with someone that owns or use to own gyms in Jeunesse, same sport played, same town, same background etc. Or if they are a Red personality and quiet abrupt and arrogant, hook them up with someone similar or a high income earner. Females can be great with females etc. The point is to pick the right person who you think will have the most common ground.

Live Events Intro

Hello can everyone please take their seats as we are about to begin. My name is _____ I am _____

We have a great night in store for you guys. If you are interested in optimal health and the latest in anti-ageing and age reversal you will find tonight incredible. If you are entrepreneurial and looking for extra income or even life changing income then you will be blown away by tonight's information.

If neither of those two things interest you then you may want to make a quick exit now. A bit of house keeping – can you please make sure your cell phones are turned off so you won't be tempted to use them, or put on silent if you need to be contacted or waiting for guests. Toilets are _____ I would advise to go before we start.

Ok, so tonight is not about hype, sales or motivation it is about facts, motivated people and a great opportunity.

It is information only, if you like what you hear then you can obviously purchase product online or we can talk further to see if you are the right fit for what we are doing in a business sense.

Tonight we have 2 great speakers the first is _____ he/she is _____

The second speaker tonight is _____ he/she is _____ two great people who walk the walk and are qualified to give you this information tonight.

Can you please give a big welcome to our first speaker _____.

Elevator pitch

What do you do?

I help people all over the world make money. What about you?

I just got involved with a bio-tech company that deals in the latest stem cell technology and reversal of age breakthroughs. I'm always looking for Entrepreneurial distributors and customers to be part of the business, so if you know anyone let me know. What about you?

I am a network marketer. What do you do?

I am an Entrepreneur from Sydney, I just recently brought back a company from the USA that is the leading authority on the latest stem cell technology products and its going crazy. I'm always looking for Entrepreneurial distributors and customers to be part of the business, so if you know anyone let me know. What about you?

Internet marketing. What about you?

I have my own work from home business with anti-ageing products that I distribute all over the World, it's a great lifestyle. What about you?

I actually manage and market a variety of anti-ageing products all over the world. My flag ship product is something that can actually reverse the age of cells in the body which is an incredible science breakthrough. Do you know anyone Rob that would like to look and feel younger?

Yes

You would actually be great in the business.

I actually manage and market a variety of anti-ageing products all over the world. My flag ship product is actually the first and only adult derived stem cell serum in the world. Do you know anyone Rob that would like to look and feel younger?

Yes

Well then you could potentially make a lot of money in this business. What do you currently do?

I actually have a really fun business that I work from home. I get paid to promote the latest in Stem Cell technology. You?

Well I use to be in high stress, bad lifestyle, traditional business but now I work from home, travel the world, enjoy residual income and show others how to do the same. It's very rewarding. What about you?

Well I use to work the 9-5 grind making someone else rich, but now I work from home, enjoy residual income and show others how to do the same. It's very rewarding. What about you?

Well I use to just have my job and was wondering how I was ever going to get ahead but since starting my home business part time I have got focused on my financial freedom and its really working. I'm now excited every day. What about you?

I have just paired up with a group of Entrepreneurs to launch a new business into Australia, which is booming, we are still looking for a few more key people so if you know anyone let me know. What about you?

Well you know how the economy has pretty well crashed in recent times?

Yeh tell me about it

Well I show people a solution to creating extra income and in some cases life changing income that works perfectly in this economy. It's actually quite exciting information. You?

Well have you heard of stem cells?

Yes

Well I have partnered with a few other entrepreneurs with the rights to the only adult derived stem cell cosmetic line in the world to date. We are looking for distributors right now so let me know if you come across anyone open to opportunities.

Well have you heard of network marketing?

Yes

No

Well I am part of the 3rd fastest Network Marketing company in the world, which is very exciting. You?

I am a stay at home mum but also have a very successful part time business that I run from home and love showing others how to be successful doing the same thing. What do you do?

I am a nurse during the day, which pays the bills but after hours I am a network marketer, which builds my long-term wealth.

I am a hairdresser during the day but after hours I have my own home business, which is providing me with a great alternative income with very part time hours. What about you?

When they show interest.....

- Remember less is best
- Get email and invite to webinar

“Love to share it with you, you would actually be very good at it, the cool thing is that we actually have most of the business automated so if I can grab your details I will send you link via email for you to find out more information.”

Love to share it with you, you would actually be very good at it, I have to run right now/This is not the time or place but if I can grab your details I will give you a call with my business partner to tell you more.

Love to share it with you, you would actually be very good at it, I have to run right now/This is not the time or place but we actually have a free information night coming up next week, I will give you a call tomorrow to give you the details.

Love to share it with you, you would actually be very good at it, I have to run right now/This is not the time or place but if I can grab your details I will give you a call and we can catch up with my business partner for a coffee to discuss next week.

Love to share it with you, most people that I show this business to get excited and want to join but some don't. Let me grab your details and we will organize a time to catch up.

Cold Calling

Never met, don't know a thing about them. Totally random and freezing cold calls!

(The toughest and lowest converting)

Hi my name is _____ I am a entrepreneur from Sydney and was wondering if you are satisfied with your current financial position and health?

Hi my name is _____ I am calling from Jeunesse Global to see if I can help with your current health situation or improve your financial situation. Are you where you want to be with both of those areas Rob?

Hi my name is _____ I am an Entrepreneur from Sydney, I was wondering if you keep your options open to part time business opportunities that won't interfere with what you are already doing?

Hi my name is _____ I am an Entrepreneur from Sydney, I was wondering if you keep your options open to ways of earning extra income that won't interfere with what you are already doing?

Hi my name is _____ calling from a company called Jeunesse Global we are expanding into your area and I was wondering if I could ask you a few questions to see if you may be a good fit for our company and the chance to make some serious money without it interfering with what you are currently doing. I can't promise you anything, but is that something you would be interested in finding out more about?

Hi my name is _____ from Jeunesse Global, our company has just launched into Australia and I am calling selected people in the area to see if they would be interested in trialing the latest scientific anti-ageing breakthroughs?

Warm Market

Small talk first – you know this person.

“Testing it first to be sure” approach.

Look Rob, I have been meaning to call you for a while but I wanted to make sure this was the real deal. You know that business I have been working? Well it's going off and there is some serious money to be made. We just jumped into the top 80 DSA companies, we have people making \$100,000 per week, we are now the 3rd fastest growing company in the world and it is really taking off for me. You are the first person I thought of when I started but with all of my friends I wanted to make sure it was the real deal. Well it is, we have to catch up ASAP.

The “Referral take away” approach.

Anyway Rob, I know you are really busy and probably not interested in the business I am involved with, but its absolutely going off and with your connections I was wondering if you would be able to pass on a few quality entrepreneurial referrals for me?

“Compliment” approach.

Look Rob, the reason I am ringing is that I have just got involved with a new business venture and the people I am calling are those that I know have great integrity, work ethic, credibility, respected with their peers and are leaders in the community, you fit that category the best out of anyone I can think of and I know you would be great at this business. What is a good time to catch up for a coffee after work tomorrow to discuss more?

“Are you open” approach.

Anyway Rob I was just wondering if the timing was right for you and you were open to part time business opportunities that won't interfere with your current insurance job?

Anyway Rob I want to ask you if you are open to extra income opportunities that won't interfere with your current insurance job?

Booming curiosity approach. Will they bite?

Well you know that business I got involved with a while back/Well I just got involved with a new business venture and it is booming, I'm pretty pumped where it is heading actually. 3rd fastest growing in the world, people earning 100K per week and it is really working out for me, very, very exciting.

The “Buddy” approach.

Anyway Rob I wanted to let you know I am back into Network Marketing with a real winner I have called you first because positioning is very important. I am going for it and everyone I enroll will be going under you, when is a good time for you ASAP to get you signed up and tell you more?

Anyway Rob I just got involved with a new business venture and you need to get in ASAP. Lets catch up tomorrow and I will show you more. This is going to be big.

“Solution to the pain” approach.

Well Rob if I could show you a way to solve that financial problem without it interfering with your job/possibly solve that health concern would that be something you would be interested in finding out more?

Networking events

- Use your elevator pitch
- Don't be interesting, be interested.
- Goal - Get their contact details.

Hi Aaron Byerlee (shake hands)

Compliment – Love the suit. Where is that from? Love the dress, where is that from? You look like a man about town what do you do? You look like a very professional business women what do you do? You look like a switched on entrepreneur, what do you do?

If they ask what you do – go to elevator pitch and then straight back to them with a compliment and be interested in their story.

Awesome, that is great, do you have a business card on you? I love staying in touch with other positive people.

Swap Cards

Call within 48 hours

Random out and about

Compliment – Love the suit. Where is that from? Love the dress, where is that from? You look like a man about town what do you do? You look like a very professional business women what do you do? You look like a switched on guy, what do you do? Cute kids are you from around here? Love the lasagna here, you work around here? Awesome car, you had it long? Beautiful dog, do you live around here?

Answer.....

Awesome, man this is perfect.... I am working with a company that is expanding into your area and are looking for people. I can't promise anything but you would be perfect, if you saw a way to make some serious money without it interfering with what you are currently doing would that be something you would be interested in?

Compliment – Love the suit. Where is that from? Love the dress, where is that from? You look like a man about town what do you do? You look like a very professional business women what do you do? You look like a switched on guy, what do you do? Cute kids are you from around here? Love the lasagna here, you work around here? Awesome car, you had it long? Beautiful dog, do you live around here?

Answer (you are hoping for a “what about you?”)

Answer 1 – I live

_____ also I work from home looking to connect with other Entrepreneurs – Do you know any in this area?

Answer 2 – I am an Entrepreneur based in

_____ I always like connecting with other positive people, do you keep your options open to ways of increasing your income?

Sure who doesn't?

Well look I have to run but I have something I think you would be perfect at that won't interfere with what you are already doing. Do you have a card on you or just a mobile number and I will give you a call later?