

## **STEP 1 of the 3 Step Process**

### **The Inviting Script**

Step 1 Calls – With your Phone-Chise partner

*IMPORTANT TO MEMORIZE AND FOLLOW THESE STEPS EXACTLY*

**(YOU)**

Hi \_\_\_\_\_, this is \_\_\_\_\_

Did I catch you at a good time, do you have about 2 minutes, or 90 seconds?

(yes)

Great, I would like to introduce my business partner.

*(Example)*

Doug is very experienced in the industry.

He is working with top people who are known and recognized worldwide

Doug has trained and mentored hundreds of people that are currently creating income from home.

Doug this is \_\_\_\_\_, and \_\_\_\_\_ this is my business partner Doug

(Mute the phone, and do not talk until you are asked to talk by the person you introduced. This is critical, and will be used in the close on the Step 3 call)

At this point your Phone-Chise Partner will take over and have control of the call, you should say nothing until directed to do so. Listen and take notes, you will need to write down what your suspect's wants are. These will be obtained through Up Front Contract (UFC) #1, what they Want More of and Less of, and used at Step 3.

### **IF THEY SAY "NO" or "QUESTION" You about the call**

*You Just Say*

When would you have a full two minutes to talk so I can call you back?

*(Be ready for the other questions, and do not get into a conversation)*

Other questions

What's this about?

What are you selling?

Etc.

**If they keep pressing** - Go right into the introduction....DO NOT HESITATE

NAME,

I would like to introduce my business partner.

Doug is very experienced in the industry.

He is working with top people who are known and recognized worldwide

Doug has trained and mentored hundreds of people that are currently creating income from home.

Doug this is \_\_\_\_\_, and \_\_\_\_\_ this is my business partner Doug

\*\*\* (Mute the phone, or whatever it takes, BUT do not talk until you are asked to talk by the person you introduced. This is critical, and will be used in the close on the Step 3 call)

Go to **The Striking Interest Script**