

Live Warm Call Script (opportunity)

"Hi, _____ this is _____. Am I interrupting anything important?"

(If you are interrupting)

"When's a good time we can chat for a couple of minutes?"

(If Not)

"Listen, I want to catch up with you about life sometime but I've only got a minute because I'm calling about a business idea."

Qualifying question

"Let me ask you a question so I don't waste your time or mine. _____, ***if*** there was a ***significant*** amount of money on the table...are you keeping your eyes open for ways to generate income outside of what you're currently doing, ***or not?***"

(IF YES)

"_____, I'm working on a very rewarding project with the one of the leading companies in the wellness industry. I'm having a great time and helping people... and there's real good money in it. Listen, I don't know if this is something for you or not but I know it would be worth investing some time to check it out. Why don't you grab a pen and tell me when you're ready... Go to www._____.com and watch a short video that'll give you a "broad strokes" picture of what I'm doing. After you've seen it we can reconnect and talk some more if you're interested, ***fair enough?***"

"When can you look at the site and get back to me? OK, why don't we talk again _____ at _____?"

Answer to all questions: "_____, I don't want to spoil the video for you. Why don't you review the information? It'll help you formulate your questions and allow us to be on the same page, OK?"

Voice mail script

"Hi _____, this is _____. Listen, I'm working on a project that I think ***might*** hold some interest for you. Give me a call when you can talk for a couple of minutes. My number is _____. I look forward to hearing from you."

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