

CONTACTING LONG DISTANCE WARM MARKET

“Contact Script to **Send** Info Pack”



The following pages will teach you the correct way to contact a prospect who lives outside of your local area by sending them an Info Pack.

There are 5 steps you need to follow in order to achieve maximum success. Unfortunately, most people naturally skip some of the steps trying to go fast. They start with Step 1 (contact) and then go right away to Step 6 (sponsor) to put them in the business.

STEP 1: Contact your prospect. The following scripts assume you are calling your Warm Market Prospect who does not live in your local area.

STEP 2: In this step, you simply will mail the Info Pack to look at the business opportunity and try the product. I recommend a Priority Mail box from the Post Office with the Track/Confirm feature so you know when the package is delivered. The box can also keep the samples from being damaged in the mail.

STEP 3: The 1st Follow Up should be on the day (in the evening if possible) they received the package. In the scripts below, we tell the prospect to call us when they get the package so we can give them some instructions. This is important because it's a qualifier to see if they will call you back. That's why it is best to call later that evening to give them a chance to call you first. If someone calls you before you call them, it will create the right posture and you know you have someone who is probably interested.

The goal of this follow up is to just touch base with them to see if they got the package and give them some instructions about how to take the product and review the information. If they start asking a lot of questions in particular about what the product does, it would be a good time to three-way them on to the recorded message.

It's important to ask them if they will be able to review the information that night. If not, see if they can review it before the next night so you can follow up with them again.

You need to get a specific date and time to call them back after they have had a chance to review the information and take the samples. Typically you don't want to wait more than 2-3 days to follow up with them.

STEP 4: The 2nd Follow Up is simply getting together with them on the phone after they had a chance to review the information. The goal is to get them started with a Bottle & Box, but you don't want to rush the process and blow out a good prospect.

Find out if they tried the samples and what they thought. Just brush off any small objections (they are all small by the way) if they have any on the taste or if they didn't feel anything, etc.

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If they reviewed your website, a good question to ask is...

What did you like best about what you watched and heard?

Ask them if they have any questions. This will help you get a feel for if they are interested and ready to get started.

Once you have answered some of their questions, then you need to tell them how simple and easy it is to get started with a Bottle & Box and ask them if they are ready to get started.

If they are ready to get their Bottle & Box, then move to Step 5.

If they hesitate or have some objections, keep your posture that you are not chasing them. Don't try to sell or convince them at that point. Not everyone will be ready to sign up that night.

Give them your website and ask them to check it out further.

STEP 5: You can call in to the toll-free number or take them to your VibeForMe.com website to sponsor them into the business.

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Step 1
Contact

Telephone Contacting Script #1

Hi John!

This is _____.

Do you have a moment?

(Brief small talk – How was work? What are the kids up to?)

Hey listen I'll make this quick. The reason I'm calling is I found something you might be interested in and I wanted to get you out some information.

Are you still at _____?

Good! I'll get it out today, so you should have it in a couple days. Call me when you get it and I'll explain it to you.

Note: If the response is *“What is it?”*

Say: We can go through it when it's in front of you. It'll be a lot easier to explain.

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Telephone Contacting Script #2

Hi _____!

This is _____.

Do you have a moment?

The reason I'm calling is I recently came across an exciting new product called Vibe. Have you heard of it yet?

It's an all-in-one liquid blend of vitamins, minerals and antioxidants derived from whole food sources. People are getting amazing results drinking just 1 ounce a day.

Are you open to trying a sample and reviewing some information if I send it to you?

Good! What's your address?

I'll get it out today, so you should have it in a couple days. Call me when you get it and I'll give you some instructions on how to take it.

And _____, there's some serious money to be made with this thing too!