

MLMRecruitOnDemand.com

For P1 & P2 Members

This is my personal script that has proven to get the best results. It is short and very effective.

The purpose of the first call is to qualify if the prospect is open to looking at any opportunities at the moment, so a short direct question is the best way to do this.

To your success
Ryan Gunness
Founder of MLM Recruit On Demand

BLACK = My comments to you

BLUE = A possible response the prospect might have

GREEN = The words you are saying

Prospect answered the phone when you called them

Prospect answered the phone live when you called them: Hello is this <prospect name>?

Prospect says: Yes

Hi <prospect name> this is <your name>...umm... I don't believe we know each other personally... GO TO "INTRODUCTION"

INTRODUCTION

I was hoping you could help point me in the right direction? **Pause 2 seconds** ... the reason for my call is...

I live in <your state>, <your city>, <your state> and I am looking to expand my business... I am in the Network Marketing industry... I understand that you have been in the industry at some point in the past and I wanted to touch base with you to see if you might be open to taking a look at any good opportunities?

(this line is optional)... if yes I can send you a quick link that explains the details.

Prospect says: ok I can take a look at it **GO TO "GET EMAIL"**

Prospect says: Well I am actually very happy with my current company **GO TO "HAPPY WITH THEIR COMPANY"**

GET EMAIL

Ok great what is a good email for you?

**Confirm their email using the "Phonetic" system
example "excited@gmail.com" would be**

E as in Edward

X as in xray

C as in cat

I as in ice cream

T as in Tom

E as in Edward

D as in David

@ gmail.com

This helps you get the right email address

SIMPLE CLOSE

Well <prospect first name>, I will be sending it from my <youreemail-address> account and the subject line will be “Per our conversation”... ok? Great... well enjoy the rest of your day and we will be in touch.

END CALL

ADVANCE CLOSE

Well <prospect first name>, I will be sending it from my <youreemail-address> account and the subject line will be “Per our conversation”... ok? Great...

It will probably take you maybe 15 mins to properly cover the info that I am sending you so if I sent it to you right now when would have a chance to look at it.

Prospect says: I can look at it tonight.

Ok great.. just to save some time here for both of us may I make a suggestion?

Prospect says: Sure

Assuming that my business aligns well with you, lets set up a firm time for us to connect again so that I can answer any questions you might have.

Of Course if there is no interest on your side just reply back to my email to let me know and we would not have to waste any time by keeping the appointment... Is that ok with you?

Prospect says: Yep that is fine.

Great I would say 15- 20 mins should be more than enough time for us, ok you said you will look at it the email tonight... ok so what is a good time for us to talk again tomorrow on your side for about 15 mins?

Let them pick the time, if it works for you great, if not let them know and let them pick another time... be mindful of the possible time zone differences.

Prospect says: humm 10:30 am tomorrow morning.

Ok let me look at my calendar ... umm 10:30 am... yep that is good for me, ok great got you down for 10:30 am, so unless I don't hear back from you otherwise I will talk to you then.

<prospect first name> really nice connecting with you... I appreciate your time and hopefully things are a good fit so we can connect again 10:30 am tomorrow.

Take care.

There is a lot of psychology in this advance close like letting them tell you when they are going to look at your email, letting them pick the time of the appointment and repeating the appointment 3 times. Feel free to edit words to your taste but keep the psychology points... it will get more people looking at your emails and more people keeping your follow up appointments or at least telling you they are not interested so you we be able to pinpoint if you have an effective online presentation.

Alot of people never even get enough feedback to determine if they have an effective online presentation and you will be lightyears ahead of them... :)

END CALL

HAPPY WITH THEIR COMPANY

Ok no prob what company are you with?

Prospect says: ABC company

Great how long have you been with them?

Prospect says: 2 years

Well I certainly wouldn't want to distract you from <company>

Question... I am not sure where you are at with your business... right now... meaning... if I had people with Network Marketing experience that might be open to looking at your <company> are you in a good position to work with new people?

Prospect says: Oh yeah absolutely.

OK great, I have a system that connects people like you and me to other network marketers, what I can do is shoot you out a quick link to it and you can see if it is a good fit for your business....

At very least you might get a good laugh because you will see how I was able to connect with you.

Would you like me to send you the link to that?

Prospect says: Sure

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END CALL

You get the Prospect's voice mail

You get the prospect's voice mail:

Hi <prospect name> this is <your name>... I came across one of your sites here and I have a quick question, when you get a chance give me a buzz at <your phone number>... thanks.

Please Note:

We are **NOT LYING** to the prospect.

When a lead is added to your contact manager it is because our

system has gone to one of their network marketing websites and captured their contact info... so we did really come across one of their sites.

We are **NOT SAYING** that we are interested in learning about their business or we want to join or we have questions about it.

We are simply creating curiosity to generate callbacks and our script when we speaks to them aligns perfectly with the voice message we left them about us having a “quick question” for them.