

Prospecting with a Purpose: 7 Steps to get your next business partner

Presidential Diamond Bailey King (Adapted from Eric Worre's Script)

Business Invitation

10 People I'd like to do this business with:

- 1.
- 2.

Phone Call Invitation Script: (Sometimes I text and say I have something to run by them, do they have 5 minutes for me to call, sometimes I just call first, if they don't answer then I text and say to call me back I have something to run by them):

1.Be In A Hurry

1. "I don't have a lot of time to talk, but it was really important I reach you"
2. "I have a million things going on, but I'm glad I caught you"

2.Compliment

1. "You've been wildly successful and I've always respected the way you've done business."
2. "You've always been so supportive of me and I appreciate that so much."
3. "You're one of the most connected people I know and I've always admired that about you."
4. "You're one of the most positive and energetic people I've ever met."
5. "You're one of the most (health conscious/technology savvy/fashion or beauty conscious/wellness-minded/financially intelligent/etc.) people I know and I've always respected that about you."

3.Make The Invitation

1. "I'm launching a new business and I really want you to take a look at it"
2. "If I told you there was a way to increase your cash flow without jeopardizing what you're doing right now, would you be interested?"
3. "When I thought of quality people that I'd really enjoy working with I thought of you. Would you be open to hearing what I'm doing?"
4. "As you know I've been a (insert occupation), but because of (negative factors) I've decided to diversify my income. After considering my options, I've identified the very best way to make it happen."
5. "Who do you know that has hit a wall with their business and might be looking for a way to diversify their income?"

4.If I would You

1. "If I gave you a link to a 25 minute online presentation that explained everything, WOULD YOU watch it?"
1. If they say no, they won't review it then thank them for their time and move on. Also, review steps 1-3 to see what you could have done better. Do NOT still give it to them.

5.Get A Time Commitment

- 1- "When do you think you could watch the 25 minute recording for sure?"
If they tell you they'll watch the recording by Tuesday night your response should be:
- 2- "So, if I called you Wednesday morning, you'd have watched it for sure, right?"

6.Get A Time

- "What's the best number and time for me to call?"
- Now they've said yes 4 times and the chances they'll follow through has been increased from less than 10% to over 80%.

- Note: Please put this appointment in a place you won't forget.

7. Get off the phone!

- Remember, you're in a hurry right? The best thing is to say something like

"Great. We'll talk then. I'll text you that link now. Gotta run!"

*Send them this link: (See directions for making this video below and then put the link here for your team)

Check In Appointment: (Have 2 open times from your mentor before calling)

- Hey Sarah! Did you have a chance to view the webinar I sent you?

(If yes) What did you like best?

- Were you surprised by the impact doterra is having on the world?

-On a scale of 1-10 how interested are you in getting started?

• Awesome-I'm so glad you liked it, so since I'm just getting started I'd love to invite you to chat with my mentor ____ & I if you have more questions, or if you're ready to sign up for the getting started webinar I can help you get registered for that. My mentor is super busy but I know I could get a call with her for 20 minutes, she's amazing and will answer all of your questions, & is super low pressure, but since she has so much more experience than me, & she can help you see if it's a good fit to learn more about getting started with me. Would it be helpful to talk to her or are you ready to just get signed up for the getting started webinar? (3 way call) She has ____ or ____ open, which one works best for you?

- Great! I'll get us on her schedule and we'll call you at the time you just picked!

Confirm appointment with your mentor after your call.

(Ready to get signed up for the webinar) Awesome, so it's October 3rd, 7-9pm central, you'll definitely want to be on live, what's a good email to register you with?

Next step: 3 Way call with upline

- Introduce your prospect & your mentor, edify your mentor, then be quiet ;)

Last step: Sign up yourself AND your new builder for the 2 hour launch training on _____

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