

“Follow through with Leadership / Marketing Roundtable Script”

There are two types of Scripts for the “Roundtable Events.” The pre and the post.

Pre: Hello_____. Yes this is _____on behalf of Life Masteries Institute. I see that you’ve registered for our “_____Roundtable event scheduled for date:_____. First off I just wanted to thank you for registering. We’re excited to have you on the call. I also noticed you included your biggest challenge when you registered and I wanted to follow up with you on that. _____One of the advantages of registering early for the event gives one of our panelists the opportunity of addressing your concerns personally. Since we have a few days until the event takes place Life Masteries Institute is willing to have one of our panelist provide you with a 30 minute Interview Strategy Session. Do you have 30 minutes in the next few days we could have them call you?

Great _____, I would love to give our panelist a little more detail on not just your biggest challenge but some of the other areas of your business that you feel you could use help on. Would it be alright if I ask you a few questions?

What shapes do you like the most?

1.) Cube 2.) Pyramid 3.) Ball 4.) Wavy line?

1.) What would cause you the most frustration?

- a.) Things being out of order.
- b.) Things being out of control.
- c.) Things being boring or not fun.
- d.) Conflict with others.

2.) If there was any area of your life that you would like help on, what would that be?

Great_____, you’ve given me a good foundation of information to relay back to the panelist. I’ll get this over to them and have them give you a call on _____ at +_____o’clock.

Have an amazing day!

Day before reminder call:

Hello _____. This is _____ on behalf of Life Masteries Institute. I just wanted to give a quick call to remind you of the _____ roundtable tomorrow, _____ (date) at _____ (hour - make sure to mention it in their time zone- translate it before the call). There is a reminder email going out with the call in number on how to join us. Please put it on your calendar if you haven't already and we look forward to having you on the call tomorrow.

Thanks again for registering!

If we call on top of each other:

say "_____, I know that my associate _____ called you two hours ago :-), but was just hoping to catch you at another time. Sorry I missed you ..

Pre: Hello _____. Yes this is _____ on behalf of Life Masteries Institute. I see that you've registered for our "_____ Roundtable event scheduled for date: _____. First off I just wanted to thank you for registering. We're excited to have you on the call. I also noticed you included your biggest challenge when you registered and I wanted to follow up with you on that. _____ One of the advantages of registering early for the event gives one of our panelists the opportunity of addressing your concerns personally. Since we have a few days until the event takes place Synergy is willing to have one of our panelist provide you with a 30 minute Interview Strategy Session. Do you have 30 minutes in the next few days we could have them call you?

No / Not Interested! I understand. _____ when you registered for the event what sparked your curiosity? **Help?** Overcoming Objections.

I'm busy at that time/can't make it: I understand and know things can get busy. One great thing about this is that they are recorded. While it's best to attend live, we send the recording

out to all those registered after the roundtable.

Is there someone else in your company / that you know that could attend in your place? It is open to anyone in your company so you can invite them to register too.

Also, we have this every month at (day/week of month - leadership = 3rd Tuesday at 10:30 am cst, marketing = 1st Wednesday at 4 pm cst), so save the date for next month and we hope you can join us then!

I'm busy, but interested: If they can't talk, but want to attend, mention you can register for them - just make sure you have their email, phone #, name and ask "when people register, they are invited to submit a biggest challenge to possibly have covered on the roundtable. What is your current biggest challenge?" Thank them, and say they'll be registered, then emailed information.)

Not interested:

Post:

Hello_____, and thank you for registering for the "Leadership / Marketing Roundtable. Were you able to join us on the call?

Yes: Great, _____, We would love to hear your feedback on the call? Did the call help you in any way with your biggest challenge? Are you interested in the next meeting? Great, are you in front of a computer where I can walk you through the registration process or I

would it be easier if I did it for you?

Go to : synergysolutions.net:

Click through for registration.

1.) Vision Project

2.) Resources

3.) Live Events

4.) Roundtable

One of the advantages of registering early for the event gives one of our panelists the opportunity of addressing your concerns personally. Life Masteries Intitute is willing to give you a complimentary 30 minute Interview Strategy Session. Do you have 30 minutes in the next few days we could have one of them call you?

No: That's ok.. Not sure what may have happened but we'd love to hear you on the next one.

The next _____Roundtable will be on _____ at _____oclock. Can you make it?

Yes:

I would love to give our panelist a little more detail on not just your biggest challenge but some of the other areas of your business that you feel you could use help on. Would it be alright if I ask you a few questions?

What shapes do you like the most?

1.) Cube 2.) Pyramid 3.) Ball 4.) Wavy line?

1.) What would cause you the most frustration?

a.) Things being out of order.

b.) Things being out of control.

c.) Things being boring or not fun.

d.) Conflict with others.

2.) If there was one area of your life that you could use help on; what would it be?

Great_____, you've given me a good foundation of information to relay back to the panelist. I'll get this over to them and have them give you a call on _____ at +_____o'clock.

Have an amazing day!

No:

Any no answers could be directed to any of the complimentary sessions or products. **Teresa / Mark? Your input here would be appreciated.**

After the appointment is set:

Hi _____, it's great talking with you today and before we go into some of the things we think you'll benefit from meeting today, do you have any questions, before we get started?

_____, we do business in a very different way than others in our industry. We have a simple and easy three step process . . .

Step 1: Examination . . . No doctor is going to give you a prescription without first doing an examination and the same thing is true with us. We don't know if our products / services will bring you benefit to you without first getting to know you better. Does that make sense _____?

Step 2: Solutions, _____, once we have gotten to know you we can either present a solution we have or recommend a company who could provide you with the best solution.

Step 3: Implementation

So . . . _____, the three step process is Examination, Solutions, and Implementation. Does that sound like a good process _____?

_____, now . . . In Step 1: The Examination, the examination can be a simple short series of questions or it can be a much more complex, comprehensive series of questions it's really up to you.

In Step 2: Solutions _____, we have found that most individuals prefer three types of solutions to choose from . . . A Basic, Intermediate and an Advance. The Basic is a great way to get started doing something and is ideal for those who, need to understand the entire process in detail, those who do not have a great sense of urgency and/or those who do not have much of a budget they can invest.

The intermediate solutions, _____ tend to be for those who trust their intuition and tend to move very quickly and the advance solutions we typically do not recommend that individuals get started on right away but move into them once they start to see success on an intermediate solution. Does that make sense _____?

Now for Step 3: Implementation step _____, some people tend to like to move

quickly while others will tend to like to wait and/or do not have a high sense of urgency. Our solutions _____, are all customized to meet the specific needs of our clients so we can move as fast or slow as you would like.

Does this sound like a good process for you _____ and could I start by asking you a few questions?

CLOSE? Mark, I can't find any info on the close? Help? Teresa and I would like to start punching into this area as soon as we can get through the other two. Carries recording?