

# Some word tracks for your invites...

Always create a sense of urgency!

## Warm Market Invitations (Friends & Family)

1. Hi John I only have 2 minutes can we talk now or would you rather I call you later? Now? OK. You have been on my mind for the last couple of days because I found something you and I could do together... we could have lots of fun, make money and help a lot of people. John would you want to know more about it or would you rather if I just keep it to myself? Yes, you would like to know? Great, like I said I only have 2 minutes now let's meet for a cup of coffee and I will share with you (or introduce you to a really good friend of mine, you will love meeting him/her (edifying) How does Tuesday work or rather Wednesday? Morning or evening? Great Tuesday 10am at ... repeat the time & venue two to three times so it sticks.

2. Hi John, listen we've been friends for a while let me ask you a question? If you found something incredible that would completely change your life for the better would you share it with me or would you keep it to yourself? ...thanks John. Well, I think I found, actually I know I found something that will completely change my life, would you like me to share it with you or would you rather I keep it to myself. ( if a no, keep your mouth shut but if yes which is most likely make an appointment)

3. You've been a good friend of mine and you know I work at (such and such a place) and you know I love helping my customers and I love working with people and meeting new people and you know as good as this has been in the last (so many years) nothing compares to the next chapter of my life and I would like to tell you about it... but, first let me ask you a question. You know I probably know the answer, but just for my own peace of mind give me an idea from 1 to 10 how important is your physical health?... that's great and how important is your financial health to you? ... that's what I thought. The next chapter of my life is addressing those two areas and I would love to share it with you. Are you open to take a look? You know we can sit down at (a café you both know) and you can meet a really good friend of mine who's been just incredibly helpful in those areas of my life? Yes? Great let's make an appointment ...

## Cold Market (people you meet)

What do you do? ..listen... tell me more... then when they are finished be silent in contemplative mode resist saying anything until they say ..."and what do you do?"

Now look past them like you are thinking and then say "You know how...(paint their problem they just told you about...) well what I do is PARTNER with people who..." ( paint the solutions) then wait and say nothing and there may be silence for a while but they may ask you more about it eventually and then be surprised and now look into their eyes "Oh... is this of interest to you? Really? Tell me why?"

## Fast Cold Market (shop, petrol station etc ...)

"How long have you been working here? Really that long, wow you must really like it... no? Well they must be paying you really well... No ? Well, then why are you working here? Or...May I ask

you a question? If Yes...Are you happy with this job (situation) or are you looking for something else?

If yes make an appointment to meet 'my incredible friend' ... edify your upline.

## Short invitation word tracks

1. I found something extraordinary that I have to show you. You have to clear your schedule!
2. Are you happy with what you're doing or are you looking for something else? I have an extraordinary financial opportunity for you! You have got to see this.
3. I have stumbled into something that could change your life financially in two years. Give me an hour and an open mind. Set Appointment!
4. I have a new challenge for you. It's the best business I have seen in 30 years. Let me buy you lunch so we can meet ....., he is one of the ..... people in the company.
5. I have something I have to show you that is amazing! Let's have coffee (or lunch).

## Responses to, "What is it?"

1. It wouldn't be fair to you to tell you a little bit about it now ... as you would make your decision on that little bit! I'd rather you saw the whole information so you get the big picture and then you can make an informed decision... and if it's not for you that is totally ok with me...
2. Trust me, you will love it! Give me an hour and an open mind.
3. I would love to tell you what it is, but I don't want to screw it up. Scott (or your upline) is the best to explain the offer. She/He will fill in the details. Fair enough? Just give me an hour of your time and an open mind, can you do that?
- 4.-I would like to tell you but it is something I have to show you. Give me an hour and an open mind.
5. It's something that could change your life forever. Give me an hour and an open mind **and if it is not for you that is totally ok with me...**

**RECAP: Ask for the appointment!** (invite – NOT present!)

Assumption close... Assume the meeting... Expect the meeting.

Once the appointment is set, 'triple hook it!' Repeat appointment time/place three different ways.

Build a positive expectancy:

1. You are really going to like what I have to show you!
2. I can't wait for you to see this! You will love it.
3. You are going to love this!
4. I can't wait for you to meet .....

### Mindset:

Have your invite down cold (practice with your upline first!)

Say it like you mean it!

Say it with passion and enthusiasm.

Believe that they are going to the meeting (pick them up if at all possible).

Assume the meeting and the best possible outcome.