

“HOW TO INTRODUCE YOUR PROSPECT to the opportunity”

SCRIPT

(you) “Hi _____(name of prospect), this is _____(you) Do you have a second to talk? Or Is this a good time to talk?”

(prospect) “Sure I can talk”

(you) “Listen I just received a call from a friend who is *EXTREMELY successful*. He/She is expanding a large business in your area. He/She called to ask me if I knew anyone who wanted to make extra income around what they are doing, anywhere from \$1,000 - \$7,000 per month. (name of prospect),_____ are you open to making extra income around what you are doing now? Yes or No?”

(prospect) “ What is it?” or “Doing what?”

(you) “All I know is He/She is VERY successful and he is in the coffee business. I don’t know the details. But if you are open he has agreed to meet you in person or by phone to discuss the details. Are you open to meeting?”

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