

New Rep Script

New Representative: Hi, _____. Do you have a minute to talk? I've got something important that I want to run by you. I just started with a company that I'm really excited about. There's some great money-making potential but I am brand new to it and I'm not able to explain the details very well yet so I have my friend Tim on the phone with us. He is very successful in the company and will be mentoring me. Tim, say hi to _____. *It's important to stick to this script. After you introduce yourself, your trainer will do the rest.

Trainer: Hi _____, it's nice to meet you over the phone. _____ told me some great things about you and I'm looking forward to meeting you in person and to tell you the truth, _____ felt a little awkward having me on the call already and kind of surprising you like this. But I explained to _____ that this is the way that we support our new people when they decide to build a business with us so I hope you don't feel uncomfortable that I'm on the phone helping _____ out. Is this OK with you?

Prospect: Sure, it's okay with me. What's this all about anyway?

Trainer: _____, the reason for our call is that _____ just started working with our company and we specialize in financial literacy and education to help people make sure that they finish at the end of their later years with the resources to live a full and vibrant life. Now as _____ is just getting started, he/she is calling his/her closest friends and family for their support in his/her new business. In order to get _____ trained, he/she needs to get a certain number of training appointments or presentations done where a couple like yourself (_____ mentioned your husband/wife to me, _____) can just take 30 or 40 minutes to just listen. You don't have to be interested in financial education or in the money making potential of the business but I'm calling because _____ could really use a favor and it would really help him/her out if you would invite us over coffee and let him/her get a training presentation in. Like I said, it only takes about 30 to 40 minutes and it would mean the world to him/her if you could help him/her to get his/her training completed. Now I've got our calendar handy and I can see that we have some time tonight and also some time tomorrow night where you could where you could invite us over to help _____ out. Would tonight be good or would tomorrow night be better?