

Invitations

Choose the “Invitation” below that is the best fit for your prospect. Remember our job is just to invite. Use the tools page to pick the presentation.

1. Invitation for a friend (by Doug Wead)

Hi _____ This is _____ Do you have a second to talk? (Build Rapport Quickly). I don't have much time right now but I wanted to talk to you for a second. _____.....under ordinary circumstances..... I wouldn't even *mention* this to you..... but it just so happens that I'm working with(INSERT EDIFICATION FROM EDIFICATION PAGE HERE) ON WEBSITE **Then pick a tool to use** and finish with.....You may have an interest and you may not, either way is fine. I just want you to know what I'm doing.

(If they decline getting information or use an excuse, you can use one of the five statements below to handle their objection and maybe give you a second shot)

1. “Well, you know, _____ it always makes sense for great people to meet. Wouldn't you agree?”
2. “I understand, but wouldn't you agree that knowledge and information is never a disadvantage?”
3. “Well _____, life timing can change. Check out what I'm doing even if you don't have an interest because if your situation changes, I want to be the first person you call. OK?”
4. “Saying “no” is fine but don't you owe it to yourself and your family to know what you're saying “no” to?”
5. “Well _____, all good business is referral business. Even if you aren't interested, take a look at what I'm doing. I would appreciate your referral.”

2. Invitation for someone on your “Chicken List” (by Ray Herron)

This is _____ and I want you to know right up front that this is an uncomfortable call for me to make. I admire you and I want you to know that the community respects you and I respect you. You've been very successful and I don't know if you have an interest in what I'm doing or not but I didn't want to take the chance that you might.....and I didn't make the call. Could I schedule a time with you and let you know what I'm doing? **Then pick a tool to use.**

3. Anybody Invitation (by David Butler)

“Wow....Someone with your (_____) would be (_____) in my business” **Then pick a tool to use.**

4. Third Party Invitation - (when you don't know what to say.....listen to The Contacting Two Step CD from XGoPro)

Who do you know _____ (state) _____ (city) _____ (hobby) _____ (profession) that might be a good fit for what I'm doing. **Then pick a tool to use.**

5. W-2 Invitation - (listen to The More You Know The Less You Owe from XGoPro)

“Who do you know who is a W-2 employee with children who would like to save on their taxes ?”