

Dialing for Dollars Workshop Pique Interest Script

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Hi _____ (*first name*), this is _____ (*your name*) from _____ (*your location*). I'm getting back with you because you expressed an interest in working from home and generating income right away, so I wanted to give you a quick call and see if you found what you were looking for or if you're keeping your options open?

(If no longer looking you may use one of the add-on scripts or end the call. If still keeping options open, continue...)

Great! _____ (*name*), I have my associate _____ on the phone with me. (*say hello to our prospect*) One of the greatest benefits of this business is we work in teams so you're in business for yourself by not by yourself. That's a good thing, wouldn't you agree?

We realize you weren't expecting our call and we have a number of people to get back to ...so we'd like to make this first call pretty quick...

So _____ (*name*), please tell us a little about yourself and what's got you looking for a home business at this time in your life.

(Listen authentically. You will receive a lot of clues as to this person's WHY and what type of information to provide them.)

Thank you for sharing that with us, _____ (*name*). Just to let you know...we're looking for sharp people who are serious about generating income...right away...so we're not looking for just anyone...if you know what I mean...so I need to ask you a another question if that's ok?

Thank you.

If there was some pretty good money on the table for you...on a scale of 1 to 10...how serious are you about conducting some research to find out if we are a match for what you are looking for?

If they seem confused you can say, let me rephrase that. Would you commit to spending about _____ (plug in time for first step, ie.30 min) to review some information on our program before you make any sort of decision?

7 to 10 - 'Proceed' 1 to 6 - 'Get off of the call' (Use the "Back Door" Technique)

Great _____! In just a few moments, we're going to give you the first step in the research process. We're going to show you exactly why the system we use is probably different than anything else you have seen and exactly what you have to do to start making money right away, which are probably the most important things you need to know, right?

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OK, first we have just a few more quick questions for you:

- 1.)** What are you currently doing for a living? How long have you been doing it? What do you like about it/not like about it? Can you see yourself doing it for the next 10 years?

(If they already told you this when you asked them to tell a little about themselves you can ask if they have ever owned their own business before and what they liked or didn't like about it.)

- 2.)** What type of income every month would make a real difference in your life right now?

_____ *(name)*, I want you to know...that is very obtainable for you with this project and our system!

- 3.)** _____ *(name)*, do you have a minimum of 10 - 15 hours a week to put into developing that _____ *(amount they told you)* income?

- 4.)** Tell me _____ *(name)*, what are you looking for other than money? Of course everyone always says money but let's jump ahead 2-3 years and say you're making far more than you thought possible, what are some of your goals and dreams in life, especially if money were no object. *(Listen to what they say and relate, this is a great rapport building question.)*

Thank you for sharing your dreams with us, _____ (name). We truly appreciate you and one of the things we love most about our business is helping people to think outside the box and get what they really want and deserve out of life.

- 5.)** *OK, last question...do you know the difference between linear, residual and leveraged income?*

(Spend a minute explaining this and tell them we are offering both residual and leveraged income – see "Script Ad-On's" for help with this).

"Wonderful! So far you really sound like a great candidate for our team (insert a sincere compliment based on what they have shared with you). The next step of the information process is to share with you an overview of what this program is about. You'll want to take some notes while you're reviewing this information. Now, keep in mind, after going over this information, most people feel 1 of 3 ways."

- A.)** They like what they see and they're ready to get started
B.) They like what they see but need more information, or
C.) It's just not for them right now."

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Whatever you decide is just fine with us. We'll give you the facts and all the information you need, so that you can make an intelligent decision as to whether or not this is suited for you. Fair enough?"

Keep in mind _____ *(name)*, this project allows you to work from home via your computer and phone. We supply all the training for free. You will be part of a team of people who are paid in direct proportion to your success, which means it's in our best interest that you start making money right away. That's also why we're very selective about who we bring on our team since we will spend a substantial amount of time providing free training for you. Does that make sense?

"OK _____, *(name)* do you have a pen handy? Great! Here's the first step in the research process:

(Give them Step 1 of your pipeline and give specific instructions what they should look at or do. Give them your phone number as well).

Now, we just need to schedule a time to get back together for a few minutes to determine if you're an A, B or C. If you're truly serious about generating (amount they told you) and being able to (goal or dream they told you) naturally you'll want to put high priority on reviewing this information as it could truly be the solution you've been looking for. Will you carve out the time tonight or tomorrow to review the information?

(If not, ask when they will have looked at it and book the follow-up for the soonest time you both have available.)

I have these two times available _____ and _____. Which works best for you?

Perfect _____ *(name)*! I want to assure you nothing personal nor professional will keep us from this appointment. It's going on our calendar right now! We value your time and we take our business very seriously. Can we ask the same of professional courtesy of you? Are you the kind of person who generally keeps your appointments? Great! And should you need to reschedule for any reason we just ask you let us know, as would any other professional, so we can free up that time for someone else.

Awesome! Before we go, we need to verify your email address. We'll send you a quick follow-up. The subject line will be: The info we spoke about, _____ *(name)*.
(Verify their email address)

Great! We look forward to reconnecting with you _____ *(date)* at _____ *(time)*.

Thank you _____ *(name)*! Bye for now!