Prospect Q & A Invitation Script

This is the script you use to invite **QUALIFIED** prospects to the Prospect Q&A calls (see the "Call Details" document in the Member Tools" link in your back office to see which prospects qualify to attend the call). Make sure you memorize this script and we suggest you use it verbatim. Doing so will ensure that many more prospects you invite to the calls will actually show up!

"I'm glad you have some questions Mary, and now I'd like to introduce you to one of the most powerful resources we have at our disposal here with the Ca$h Tracking System. You now qualify to visit with two of the top leaders in our organization and personally get all of your questions answered. On this "Live and Interactive" session, you'll hear many other people just like you, who'll be getting their questions answered as well, so you'll likely get some very valuable information that you may never have thought to ask. It's really exciting.

*The next opportunity for you to participate in this call is Monday at 9:00 pm. Eastern time, and you will need to set aside an hour or so. Will that work for you Mary, or would Thursday at 9:00 pm be better? Great. One more thing Mary. Just to ensure you get the maximum benefit from this powerful call, I suggest you dial in about 10 minutes before the top of the hour. Simply give the host your first name, tell him/her that you're a guest and your Inviter is <your first name>. After introductions are finished and the call gets started, the moderator will ask all guests to press "*6" on your phone to enter the Q&A queue. You'll need to do that when prompted to ensure you'll have an opportunity to ask your questions. And make sure you write down your top 1 or 2 questions beforehand, and have them ready for the host when he or she calls upon you to ask your questions, OK?*

Great, here is the information for you to dial into the call, (give Dial in Info) and I'll email this to you as soon as we're done here. The subject of that email will be, "Q&A Call Info", so watch for that. And let's get together right after the call finishes up so we can see how you're feeling about this remarkable opportunity, OK? I look forward to speaking again then. Bye for now."

Make sure you secure that **FIRM** appointment to follow-up with her right after the call ends, when her interest will be at its' highest. That's definitely when you want to speak with prospects. And make **SURE** you send that "Confirmation Email" that contains the Q&A call phone number and pincode for the call, using the email subject "Q&A Call Info." You can download the template for that email from the "Information Process" training module in the CTS Training Center. That's under the "Prospecting" menu.

If you have multiple prospects on the call, follow up with them sequentially beginning with the Eastern time zone first and work your way West (for example, Eastern, Central, Mountain, Pacific, Hawaii). This will allow you to speak with all prospects before it gets too late in the evening. The only exception I make to this rule is if I have one really hot prospect and the rest are just "OK," I want to speak with the "Hot" one first. Then I begin calling from East to West, and I tell each one that I have multiple guests on each call, so I will get to them as soon as I can after the call concludes.