

PHONE OR IN PERSON INVITATION

Your Goal is Education & Understanding

Always bring a story teller to the call.

Step 1 **In a hurry:** let them know you do not have a lot of time

Step 2 **Do you have a minute:** make sure they have a couple of minutes

Step 3 **Compliment:** say something positive

Step 4 **Make the invitation:** What are you inviting them to? Tool, meeting, overview

Direct: (you have a problem I have a solution) sick of job were you serious? I have a solution

Indirect: advice, support, analysis, I need your help, would you support me in this, would you rip this apart for me

Super Indirect: very influential or very high egos; this opportunity isn't for you but you are an influential person-an you probably know people that would help me expand a business in this area, who do you know that ambitious, entrepreneurial because there's a lot of money on the table.

If I....would you:

Step 5 **Confirmation:** When can you **for sure** watch this short video?

CALL: So if I call you tomorrow, you will have seen it for sure?
What's the best time to call you back? Use this number?

CALL: I'm just calling like you asked; just give me a call at your convenience and I hope things are ok.

TEXT: I'm confused, I called like you confirmed, I'm a little concerned about you, are you ok?

TEXT: ?

TEXT: ??

CALL: I'm confused and I'm worried but This is my last call, unless you let me know what's the challenge here? I will not call again.

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