

4 Steps to Success



Batter Up / Build Your List

Help Your new Members build their list and set up the next meeting. Build depth! (Work the 3-Deep Patten)

What night this week can you have a couple people over to your house? (Book a Meeting From a Meeting)

Then Play the Videos.

Pique

Home Meeting

Are you and Sue busy tomorrow night? No / Great!
Would you guys like to come over for some snacks about 7pm?

Coffee, Lunch or Dinner Meeting

Do You want to grab (Coffee, Lunch or Dinner) tomorrow? Yes
What time works best for you 12 or 12:30?
Great I'll see You then.

People out of your area

Zoom or Webex Meeting

Step-1 Pique

Phrase-1

Are you doing anything with Gold & Silver? Yes or No
(say part B)

Part-B Great! (Would it be Okay if I show you what I'm Doing with Gold & Silver?) Yes

Would you have time tomorrow night to jump on a zoom with me so I can show you what I'm doing? Yes

Great, is 7 or 7:30 better for you? 7pm

Great, I'll send you the link tomorrow about 6:45

More Phrases

(Remember what type of meeting you are inviting your guest to)

Phrase-2

If I found a way to save on your taxes and make an extra \$50,000 this year would you want me to tell you about it?

Phrase-3

What are you doing to protect yourself against inflation?

Phrase-4

Have you heard inflation is up 20% in the past 3 Years?

Phrase-5

What are you saving? What?- Did you know that there are different kinds of Money that can be saved?

I saw a video about Fiat and Sound Money and it has totally changed my thinking about Money. Would it be okay if I sent it to You, May I?

(Send them the Fiat Video)

Raise

Raise is about raising someone's belief in 7k. We can do that by having someone share their 7k story, share a video about the power of Gold and Silver, share different coins, share Your story, use other tools, vault reports, ext.

Share

This is the 7k information (share the overview video, the vault video and the Comp video.

Once someone has seen the 3 videos it's time to start the followup/close.

What did You like best about what you just seen? (Let them answer)

Which membership would work best for You? (Basic or Legacy)

Before you make a decision you should (you need to fill this in) hear another story, watch another video, jump on a live Webex or zoom, go through the web site.

Launch

Launch is starting someone off on the right track.
(Work the 3-Deep Patten)

Help them build a list, help them make a few pique calls, help them share the information.

What night this week can you have a few people over to Your house?