

# OVERVIEW REMINDERS



## Recorded

1

### PIQUE VIA PHONE NOT TEXT

Prospect needs to feel your excitement. If interested text the Overview link immediately.

2

### TEXT EXPERT PROSPECT INFO

Expert can arrange to be ready to answer questions and help prospect get started.

3

### TEXT PROSPECT REMINDER

15 min prior to scheduled time to watch Overview Video. Text expert if prospect cancels.

4

### CALL PROMPTLY @ SET TIME

Ask prospect 3 times, "What did you like?" If positive ask "Are you ready to get started?"

5

### TEXT EXPERT IMMEDIATELY

if prospect has questions or is ready to get started. Otherwise acquire them as a Customer.



## Live PBZ

1

### PIQUE VIA PHONE NOT TEXT

Prospect needs to feel your excitement. If interested text the Zoom link immediately.

2

### TEXT EXPERT PROSPECT INFO

Tell prospect someone from our office will call to confirm. Text expert early for them to confirm.

3

### TEXT PROSPECT REMINDER

15 min prior to scheduled PBZ. Text expert when prospect is on the PBZ or if they cancel.

4

### CALL PROMPTLY @ SET TIME

Ask prospect 3 times, "What did you like?" If positive ask "Are you ready to get started?"

5

### TEXT EXPERT IMMEDIATELY

if prospect has questions or is ready to get started. Otherwise acquire them as a Customer.