

Control POINT OF CONTACT using HIGHER LAW

Must be a 3-way call with Trainee & Trainer TOGETHER
Be on Zoom as you call the HOT MARKET
Set up 10 Appointments, Appeal to their goodness

TRAINEE

Hey _____, How are you?

I'm not sure if you knew or not, I recently started with a Financial Firm.

I'm excited about this company first and foremost because of **what it's doing to help families.**

Most families today are **WORST OFF FINANCIALLY** than they've ever been.

They **NEED COACHING** in their direction and they **NEED A PLAN.**

They need to **GET OUT OF DEBT.** They need to know where to **SAVE THEIR MONEY IN SAFER PLACES.**

And it **makes me feel great** to know that I'm **REALLY HELPING PEOPLE.**

I believe in what we do. I know that **it's good and it's righteous.**

Let me share with you WHY I DO IT? (Personal)

I need to put the **odds in our favor** because there are so many things I want to **do for my family.**

We want to **TRAVEL THE WORLD** and **HAVE MORE FUN.** We want to be **EXCITED ABOUT WHAT THE FUTURE HOLDS.**

I want to be **DEBT FREE** and **save some real money.** We want to **live without the pressures and stresses** that most people have to face and put up with, all their life. It is great to know that I am **in control of my life, my time, my environment** and my **income.** I'm grateful how this company is **giving me a quality way to build something that's mine.**

SET UP APPOINTMENT...

And so I wanted to ask for your help, **YOU'LL HELP ME OUT WON'T YOU?**

I need 1 hour of your **UNDIVIDED ATTENTION.**

I have someone I wanted you to meet, his name is _____ (Trainer's name)

He is in charge of **HELPING ME COMPLETE MY TRAINING.**

He's here with me and he will explain how you can help me out.

Go Ahead (Trainer Name) _____