

## **STEAM SCRIPT TEA/COFFEE APPOINTMENT**

**Hello, may I speak with \_\_\_\_\_ please? \_\_\_\_\_, this is Columbus Pollard, your name and number was given to me by your (best friend, coworker, cousin, or church member, etc.) \_\_\_\_\_. You do know \_\_\_\_\_ don't you? WFA**

**\_\_\_\_\_ was telling me that you are the most (enthusiastic, ambitious, or motivated, etc.) person he/she knows, is that true? He/she also told me that you are a success in your own right and you probably wouldn't be interested in what I do but you could lead me to the type of people that I am looking for.**

**So, \_\_\_\_\_ the reason that I am calling is to set a date and time when we can get together for about 20-30 minutes and have a business conversation over a cup of tea/coffee so I can share with you what I do and the type of people that I am looking for. \_\_\_\_\_, would \_\_\_\_\_ or \_\_\_\_\_ be better for you to have that 20-30 minute business conversation?**

**What is it?**

**I (own/work with) a (marketing company/6 figure earner that owns his/her own marketing company) and we show people how to save money and get out of debt. I am not really looking for people that have experience in the financial arena. I am looking for people that have management skills, people skills and leadership qualities. The type of qualities and skills that \_\_\_\_\_ said you have.**

### **KEYS**

**TEA/COFFEE APPOINTMENTS ARE NEVER TO BE DONE AT THE OFFICE OR AT THAT PERSONS HOME (ALWAYS IN A NEUTRAL LOCATION....STARBUCKS, PANERA BREAD, MCDONALDS).**

**YOU WANT TO GIVE A BRIEF PRESENTATION (REFRIGERATOR A/B, RULE OF 72 / CASH FLOW QUADRANT, WHOLE LIFE VS TERM).**

**THE OBJECTIVE OF THE APPOINTMENT IS TO GET MORE NAMES NOT TO SELL PRODUCTS TO THEM.**

**“ \_\_\_\_\_ SAID YOU COULD LEAD ME TO THE TYPE OF PEOPLE THAT I'M LOOKING FOR. CAN YOU DO ME A FAVOR? I WOULD LIKE FOR YOU TO PLAY A GAME WITH ME.”**

**WHO'S THE 1<sup>ST</sup> PERSON THAT COMES TO MIND WHEN I SAY AMBITIOUS? THE NEXT PERSON? WHO ELSE?**

**WHO'S THE MOST ENTHUSIASTIC PERSON THAT YOU KNOW?**

**WHO'S THE BEST TEACHER?**

**WHO'S THE BEST SALES PERSON – HAS THE BEST PERSONALITY?**

**WHO'S THE MOST COMPETITIVE/MONEY MOTIVATED?**

**“WOULD \_\_\_\_\_ BE OFFENDED IF I CALLED AND TOLD THEM THAT YOU SAID THEY WERE THE MOST AMBITIOUS PERSON THAT YOU KNOW?” WHAT'S THE BEST NUMBER TO REACH \_\_\_\_\_?”**

**“BY THE WAY, WHO'S HELPING YOU WITH YOUR FINANCIAL INDEPENDENCE?”**