

Welcome to RPM Global

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INVITING SCRIPT



1. Do you look at other ways of making Money?

Hi _____, Do you have a minute? (Wait for response)

Do you look at other ways of making money?

2. Insert YOUR Why. WHY you are doing ACN.

(To get out of debt, start a college fund; retire a parent/spouse, etc.)

I looked at my situation and I realized that doing what I'm doing right now is not going to get me where I want to be in the next 3-5 years. So I started looking for something. And I found something!!

3. New Technologies

I've found a company that deals with New Technology and Energy but more important is the person I've met.

4. Edify Speaker

I've met an individual named Mr./Ms. _____ who is expanding his/her business in our area, and having tremendous financial success; this person is going to be at my house at date/time to show me and a small select group of people exactly what he/she is doing. Can I put you down as coming?

5. Confirmation Call

Someone from his/her office will be giving you a call just to confirm the appointment.

Confirmation List needs to be given to the presenter no later than 24hrs prior to the meeting: Name of Guest, Cell Phone #, Occupation, Relation to you and your address

For ALL Questions

Answer: I don't know all the details, but here is what I do know. She/he will be over at my house at date/time to explain this business to you and I. The reason I was calling you, was to help me evaluate it. Can I put you down as coming?

For ALL "A" LIST contacts or someone who has done Network Marketing before and is pressing for information, read script then 3-way call them on with the presenter (learn 3 way calling script).

Important: Do not call your contacts without first role playing with your mentor or upline ETT.

PBR Checklist

1. "ACN" DVD/Online Video Ready
2. Phones off the hook
3. Cool room temperature
4. Kids in bed/with babysitter
5. Pets outside or someplace quiet
6. Refreshments (No alcohol)
7. Sign-in Sheet
8. Pens and Clipboards/something to write on.
9. Documentation: 1-8 **IN COLOR**, Survey, IBO Agreement, Bonus sheet
10. Upbeat Music Before & After the Presentation

*****MOST IMPORTANTLY, BE EXCITED and HAVE FUN!!!*****