

Business System Script

Learn the “What is it script” first. Because it will be the first thing they ask, when you prospect them.

Tip: Watch the prospecting training at
<http://dualnetworking.com/trainings/how-to-prospect/>

What is it script:

Australia:

“Have you ever heard of Thank you Water? It is a Social Entrepreneur company that donates at least one months worth of water to someone in need every time someone purchases a bottle of water. It’s a great concept. I am working with an organization that has a unique product technology and a mission to help 5 million kids who suffer from malnutrition. They have a similar program to Thank you water...but the cool thing is, they are willing to pay people like you and me to help them!

You may not want to do what I do, but at least let me show you how you help save the life of a child.”

Business System Script: You will need the A Team App:

<http://dualnetworking.com/app>

Step 1:

Someone you know: “Hi (name),

Quick question for you, if I texted you a link with an audio on it, would you listen to it?’

They say: “Sure what is it?”

Its just a audio that I really loved about a new breakthrough in wellness/weightloss/anti ageing/ and I thought you may like it as well. If not no big deal. I was just going to text it to you.

They say: ok

You say: It only goes for (same time). Let’s catch up tomorrow at (time) and talk about it.

Step 2: When you meet up.

Build relationship and have fun with them.

Ask: What did you like about the audio/video?

Why did you like that?

Then say: I loved it as well and so I decided I wanted to start promoting the products and I was thinking it would be so much more fun doing it with you, Can I show you more about it?

If the person came from your marketing and you have not spoken to them yet:

Name:

Remember it is about relationship. So build one, make them feel comfortable and be their friend. Be interested in them and who they are.

Hi (name)

This is (name), I'm calling you back, you requested information about working from home from our website (say website name) what can I do for you?

Great, do you have a pen and paper handy, I need to ask you a few questions and that will save us both a lot of time and help me to know what information to direct you to.

Business System Questionnaire – Use this for everyone, before you do your presentation, whether you know them or not.

Do you currently work from home?

(if yes) what do you do?

(If no) What do you currently do for a living?

(If yes) For how long?

What do you like about it?

What don't you like about it?

Are you wanting to replace your current income or just supplement?

Do you have a family? The only reason we ask is because we like to know if this is something that everyone is on board with or is it just something you want to do?

Have you ever worked for yourself before or tried other businesses?

How do you feel these worked for you?

What level of income are you used to?

What is your target income after your first 12 months working from home?

Do you have any capital set aside to start your business?

You know "prospect name" our company has quite a standard for the people we are looking for. There is a lot of work on our part in setting someone up in a home business successfully.

So we are looking for people who are absolutely serious about building a business and making money from home. So "prospect name" how serious would you say you are on a scale of 1 - 10 about starting a home business?

Tell me why?

On a scale of 1 to 10, 1 being not serious at all and 10 is, you are absolutely serious and ready to do something immediately, where would you say you are, if you found something you really liked?

Once you find something you can commit to, how long are you prepared to give yourself to achieve this?

Great let me tell you a little about the company I work with.

We are social entrepreneur company, what that means is that we have a goal to nourish 5 million children who are dying every year from malnutrition. We do this by nourishing a child every time we establish a client on our nutritional, weight loss and anti aging products and we pay people a lot of money for them to help us do it by training them to partner with us and have their own businesses.

We are looking for people who are teachable, motivated and can work as part of a team. Do you think you fit what we are looking for?

Show the presentation: Go to the presentations on the App under Video > Opportunity.

Send them the presentation for your country...

That's great, I will send you the presentation now, it will only take you 30 minutes to go through all the information and it will explain in detail how you are going to earn the money you are looking for so you can (repeat back their goal).

I will give you a call back in about 45 minutes and answer any questions you may have.

Send them the link using the CMS and then ask:

Can you please confirm you got the link and you can open it?

Great I will call you back in 45 minutes.

Closing Script

(To become a master at getting people started, please watch the recorded webinars inside of <http://DualNetworking.com> on how to close a presentation and get some one started. You can find the “closing webinars” under the “start” menu and then click on “fast start” and scroll to the bottom of the page.

CLOSING SCRIPT

Hi _____, how are you? (Ask some more questions about them and their day etc. Build some rapport. Refer back to things discussed in the first call.)
Did you get a chance to review that information yet? Great.

Testimony: Prior to getting started in business....

1. What did you like best?
2. On a scale of 1 through 10, what number would you be? If 1 is you have zero interest, and 10 is you're ready to get started right this moment, just give me an idea of where you're at on a scale of 1 to 10? (no matter what number they give you, if it is higher than a 1 say “GREAT” and continue with the script)
3. Hypothetically, how much money would you need to earn part-time to make this worth your time?
4. How many hours per week could you realistically commit to developing that kind of income?
5. How many months would you be willing to work 5 to 10 hours a week while you were developing a part-time income?
6. And then question 6, the number one question in network marketing. If I ..., would you? For example:
 - If I could show you how to develop \$1,000 monthly residual income, working 5 to 10 hours a week, over the course of the next 6 months, would you be ready to get started?

- If I could show you how to develop a \$5,000 monthly income working 20 hours a week over the course of the next 12 months, would you be ready to get started?
- If I could show you how to get everything you wanted, if I just asked you, what's your dream situation, and if I could show you how to get it, would you be ready to get going?

7. Great! Welcome aboard. What address would you like your pack sent to?

Questions and objections

1. They have a limiting belief about themselves.
2. They have a limiting belief about network marketing.

Answer to both is a simple formula:

1. Listen with respect. Be attentive.
2. Relate to them. The more you can relate to the person and let them know they're not crazy for the objection, let them know you thought about that stuff, too, and let them know. And then, tell your story.
3. Tell your story.
4. Ask the question, "If I ... would you?"

Answering will take some practice. Who could you practice this with? How can you improve your posture, your tone, your presentation, how you tell your story?