

*Short & Simple*



**APPROACHES**

**FAST - EFFECTIVE - PROVEN**

February 27, 2019

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# Short & Simple APPROACHES



We **Don't Approach** People **PRIMARILY** To See If They Are Interested In Making Money!

We **Approach** People **PRIMARILY** To See If They Are Interested In Cruising!

However, we **also make them aware** of the Partner option to cruise for free and to earn an income.

- 1. GUARANTEED TO CRUISE FOR LESS**
- 2. CRUISE FOR FREE**
- 3. GET PAID TO CRUISE**

# Short & Simple APPROACHES



## Four “Living” Lists

**1. Cruise the World List** - Closest Friends & Family You Would Love To Vacation With

**2. Personal Connections List** - Friends, Family and Co-workers

**3. Business Connections List** - Business Owners YOU Know And BUY FROM

**Gas Fireplace**, Ford Dealer, **Floor Covering**, Carpenter, **Chiropractor**, Window Blinds and **Farmer's Insurance**

**4. International Connections List** - Friends, Family and Co-workers With International Connections

**English...** Spanish... **German...** Russian... **Italian...** Korean... **Uzbek**



**TWO**

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**Approach #1: When You Know They Are Interested in Cruising**

**Approach #2: When You Don't Know They Are Interested in Cruising**

**TWO**

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## **Phone Approach #1: When You Know They Are Interested in Cruising**

**Hey Bill, this is \_\_\_\_\_. Have you got a minute?**

**Hey Bill, this is \_\_\_\_\_. I am one of your customers. Have you got a minute?**

**Hey Bill, this is \_\_\_\_\_ from the Lion's Club. Have you got a minute?**

**Hey Doc, this is \_\_\_\_\_. I am one of your patients. Have you got a minute?**

**I have been wanting to ask you, haven't you cruised before?**

**Did you enjoy it?**

**You should join our cruise club. It is saving us thousands of dollars. *And, it also provides an exceptional, though optional, business opportunity.***

**Would you like me to send you the details?**



**TWO**

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**Phone Approach #2: When You Don't Know if They Are Interested in Cruising**

Hey Bill, this is \_\_\_\_\_. Have you got a minute?

Hey Bill, this is \_\_\_\_\_. I am one of your customers. Have you got a minute?

Hey Bill, this is \_\_\_\_\_ from the Lion's Club. Have you got a minute?

Hey Doc, this is \_\_\_\_\_. I am one of your patients. Have you got a minute?

I have been wanting to ask you, have you ever been on a cruise?

Did you enjoy it?

You should join our cruise club. It is saving us thousands of dollars. **And, it also provides an exceptional, though optional, business opportunity.**

Would you like me to send you the details?