

INITIAL INVITING

MOST OF US IN THE BUSINESS WERE INTRODUCED TO IT BY A FRIEND. OUR NUMBER ONE OBJECTIVE IS TO DO THE SAME FAVOR FOR OUR FRIENDS AND ACQUAINTANCES. LISTEN TO THE PEOPLE WHO ARE HELPING YOU GET STARTED. FOLLOW THEIR ADVICE STEP BY STEP...**WE'VE GOT A PROVEN SYSTEM.** ANSWER THE QUESTIONS SINCERELY AND CRISPLY. KEEP THE CONVERSATION MOVING ALONG.

CRITICAL POINTS FOR SUCCESS:

1. Spend no more than three minutes maximum on the telephone.
2. Be in a hurry.
3. Practice.
4. Get 10 definite "yeses".
5. Schedule two workshops.
6. Have proper posture, be confident and have fun.
7. Be brief.
8. Start calling seven days before workshop.
9. Call BST for assistance if three calls are challenged.
10. Follow the Inviting System specifically.
11. Keep the conversation moving.

INVITATION:

1. Are you familiar with the Internet?
2. Do you think there's going to be a lot of money made there?
3. Have you figured out a way YOU can make money there?
4. If you had a chance to earn significant income in YOUR time schedule, would that be of interest to you?
5. Look I can't promise you anything. If you're really serious we NEED to get together.
6. I'm really tied up on time. How's your schedule _____ 8:00 p.m. for you and your wife?
7. Put that in your calendar; now you wrote that down right?
8. If an emergency comes up give me a call. If an emergency comes up on my end, I'll have the courtesy to call you, RATHER THAN JUST TELL YOU I'LL BE SOMEWHERE AND JUST NOT SHOW UP.
9. Great talking with you, see you _____.

QUESTIONS AND ANSWERS:

1. Q. What is it?
A. It's BizNet Productions
2. Q. I don't have the time?
A. Would you like to change that?
3. Q. What's the investment?
A. I'm not looking for investors
4. Q. Why does my wife have to be there?
A. My wife is going to be here, were going to have coffee and talk.
5. Q. We have to pick up the kids.
A. Can you get somebody to cover for you, it's that important.
6. Q. My wife works evenings.
A. Reschedule for a time when she can be there.
7. Q. I'm busy _____.
A. How's _____? (Second Workshop)
8. Q. I can't make either night.
A. I'm tied up the rest of the week. How do you look the following week?

1st Workshop Invitation

Critical Points for Success

- 1) 3 minute maximum on telephone
- 2) Be in a hurry
- 3) Practice
- 4) 10 definite "yeses"
- 5) Schedule 2 workshops

- 6) Have proper posture – be confident and have fun.
- 7) Be brief
- 8) Start calling 7 days before workshop
- 9) Call Upline for assistance if 3 calls are challenged
- 10) Follow inviting system specifically
- 11) Keep the conversation moving.
- 12) The worst thing you can do is to try to explain the business over the phone; it is too involved.

Invitation Example 1
Small Talk

1. Q. “_____ what are you and _____ doing next Thursday Evening?”
A. “Nothing.”
2. Q. “I have a business project we need to get together on, I think it is just the ticket for you. It’s a little too involved to go over all the details now and I really don’t have the time. How is 8:00pm for you and _____?”
A. “OK.”
3. “Great, you wrote that down...right? By the way, if an emergency comes up, give me a call. If an emergency comes up on my end I’ll have the courtesy to call you rather than tell you I’ll be somewhere and just not show up. See you then.”

Q. *What is it?*

A. ‘It’s a little too involved to go over all the details now and I really don’t have the time. How is Thursday at 8:00pm?’

Q. *What’s it all about?*

A. ‘It’s a little too involved to go over all the details now and I really don’t have the time. How is Thursday at 8:00pm?’

Q. *Can you tell me a little more?*

A. ‘It’s a little too involved to go over all the details now and no-one can make an intelligent decision without having all the facts. How is Thursday at 8:00pm?’

Q. *You have to tell me something.*

A. ‘Well it’s a little too involved to go over all the details now and I really don’t have the time. If you aren’t that serious about your financial future perhaps we should just abandon it.

Invitation Example 2

- 1) Are you familiar with the Internet?
- 2) Do you think there is going to be a lot of money made there?
- 3) Have you figured out a way that YOU can make money there?
- 4) If you had a chance to earn significant income in YOUR schedule, would that be of interest to you?
- 5) Look, I can’t promise you anything. If you’re really serious we NEED to get together.
- 6) I’m really tied up on time. How’s your schedule _____ at 8:00pm for you and your wife?
- 7) Put that in your calendar; now you wrote that down right?
- 8) If an emergency comes up give me a call. If an emergency comes up on my end, I’ll have the courtesy to call you, RATHER THAN JUST TELL YOU I’LL BE SOMEWHERE AND JUST NOT SHOW UP.
- 9) Great talking with you, see you _____.

Questions and Answers

1. Q. What is it?
A. It’s BizNet Productions.
2. Q. I don’t have the time...
A. Would you like to change that?
3. Q. What’s the investment?
A. I’m not looking for investors.
4. Q. Why does my wife have to be there?
A. My wife is going to be there, we are going to have coffee and talk.
5. Q. We have to pick up the kids...
A. Can you get somebody to cover for you, it’s that important.
6. Q. My wife works evenings...
A. Reschedule for a time when she can be there.
7. Q. I’m busy _____.
A. How’s _____? (Second Workshop)
8. Q. I can’t make either night.
A. I’m tied up the rest of the week. How do you look the following week?