

Global Phone Script

(Use this script when calling PROSTEP OR COLD CALL LEADS)

Hello, may I speak with _____ Hi, This is _____ from _____, We don't now each other personally, but your name and number was referred to me as someone who at one time was open to increasing your income. Now _____ are you open to a good money making idea? YES or NO.

I'm with Global Prosperity 2001, a private membership organization aligned for helping its members achieve financial independence. This is not **Multi-Level Marketing**. **Do you know what that is?**

What I'm looking for _____, are self-motivated individuals who are teachable, have moderate people skills and have the desire to **earn a six figure income working from home in the next 6 to 12 months.** **Is this you _____!** (Use Posture)

I know your time is valuable as well as mine, so I have some questions for you to see if you qualify to work with me! (Use Posture)

What do you do for a living right now? How long? Do you like it?

What are you looking for other than money? More free time?, Tax Reduction Strategies and or Asset Protection.

Have you ever run your own business before, if so what have you done?

What kind of income are you accustomed to making monthly

How much money are you looking to earn monthly?

Do you have fax capability? What is the number?

Do you have Internet Access? Write this web site address down, this is part of your due diligence process, the internet address is <http://www.successlinks.com/jeff>

(If prospect earns 50k+ don't qualify on money) I have one last question for you _____. (PAUSE) If I can show you a business with a 5 year, proven track record, where you can clearly see yourself earning anywhere from \$2000-5000 per week part time or more full time. Can you **find \$1300.00** to get started after thoroughly investigating this opportunity? **The key word is find**, could you put it on a credit card, get a small loan, get a business partner, sell something etc... Whatever it would take if you were serious!

Congratulations _____ it definitely sounds like you're **serious** about changing your lifestyle. **You qualify to get the information on our business.** Do you have a pen and paper? What I am going to do is give you some information to help educate you. Again my name is _____, My home office number is _____.

(Optional) The next step is to let you listen to a 6-minute overview of what this opportunity represents. Go ahead and take some notes while your listening to this message. Stay on the line until its over, and then I will ask you one simple question. On a scale of 1 to 10, a 1 you're not interested, 10 you want to learn more.

(After the Message) What is your interest level? What did you like best about the message you just heard?

Now notice _____, that I didn't have do any selling, explaining, or convincing, and you won't have to either.

Do you think you could interview someone, then take them through a simple system where our experts do the selling for you?

Remember _____ you will earn \$1000 or more per sale, is that enough money for your time and effort? (Use Posture)

(Live Call Option) The next step is to bring you to a live call, this is a 25-minute call, and will explain to you everything about this enterprise. You'll be able to sit back, relax, and judge for yourself. I have a time slot available at _____ pm. Will that work with your schedule? I'm going to call you about 5 minutes before the call. I'll take your word _____ that you'll be there at that time. If for any reason you can't make it, give me the professional courtesy of calling me so we can reschedule. I'll talk to you later.

(Recorded Call or Gap Line Option) I'm going to give you access to my information system. This system is going to explain to you exactly how we work from home, how it is possible to make \$2,000-\$5,000 a week right away, and exactly just what kind of valuable information we have here for you.

The next step _____ will be to call **1-800-209-1390**. Before I give you the Pin Code to access the system, I need to let you know that I change the code every 24 hours to prevent abuse of the system. You need to call it right away and listen to **options 3, 4, and 8 (If your prospect is a high caliber professional add Option 7 & 5)** in their entirety, it will take less than an hour. Can you do that immediately? My Code number is _____. Go ahead and access the system as soon as possible.

Notes: Fax them out the profile and G1 Apps with your professional cover letter, or give **FOD 850-654-8829 Doc #2001, Profile and G1 Apps. Make a stern appointment to follow up at a specific time. Make sure to emphasize calling Gap Line 1-800-209-1390 Options 3,4,8 and have them read the information before the appointment.**

I will call you at _____ to follow up with you. Now when I call you _____ I am going to ask you one question and one question only on a scale of 1 to 10, a 1 being that your are not interested, **a 10 being you are excited about what you heard and you can't wait to get involved and start making money!** If you're a 7 or above we are going to get your questions answered and introduce you to a few people all over the country that are involved with our association and help you completely understand what you have your hands on. Is that fair?

I will call you at _____ or feel free to call me back after going through the system. Talk to you then.

Callback:

Hi _____ This is _____ in _____ getting back with you.
Did you get a chance to listen to the information system?

Cover the **AFTER THE LIVE CALL SCRIPT** with your prospect

On a scale of 8 to 10, eight being you need more information, a 10 your ready to get started. Where are you?

Great, what kind of questions do you have for me to answer for you?

Hold on: (three way to people on the team for 3rd party credibility)

ARE YOU READY TO START MAKING MONEY NOW!

How would you like to get started, by credit card or by certified check or money order?

DO YOU HAVE THE APPLICATION IN FRONT OF YOU?

CONGRATULATIONS AND WELCOME TO THE TEAM!

Objections & Rebuttals:

O: I cant afford it or I don't have that kind of startup capital

**R: _____ Your correct. Obviously, the timing isn't right for you today.
When your ready to change the quality of your life call me! You have a Great Day!**