

CONFIRMATION CALLS
PBRS AND ATTENDING SATURDAY TRAINING

HOME MEETING (FIRST EXPOSURE) 3RD PARTY CONFIRMATION CALL

Please make sure before making the calls you have the following in front of you:

- *PBR Address, Date and Invite time*
- *Contacts of the Host with pertinent information (contact name, cell, relationship to the host, occupation)*

Call:

- “Hello, may I speak with _____ please? Hi _____, my name is _____, I’m calling on behalf of _____, that your friend/family member _____ mentioned to you about. How are you doing today?

(WAIT FOR RESPONSE)

I’m just calling to let you know that _____ (friend/family member) spoke VERY highly of you/they speak the world of you, Mr/Ms _____ is looking forward to meeting you tomorrow. I understand you will be joining us tomorrow evening at ___pm at their home.

(WAIT FOR RESPONSE)

- **POSITIVE RESPONSE:** Great! It will just be about 30-40 minutes, casual attire. Mr./Ms _____ is traveling in from out of town JUST to meet with a few key people on _____’s (HOST) behalf and you came VERY highly recommended, so we look forward to meeting you. Do you have the address?
- (PAUSE) Have a great night and we’ll see you tomorrow at _____pm.

- **NEGATIVE RESPONSE: PAUSE DO NOT SPEAK...LET THEM SPEAK**, they will say something like...HELLO?
- THEN SAY: Oh I am sorry to hear that Mr/Ms _____ & _____ (Host) were really looking forward to having you there. I know _____ (HOST) will really be disappointed.... **(PAUSE) LET THEM RESPOND**
- Then see if you can turn them around! It would mean so much to _____ (HOST) if you came, is there anything you can do?? This is really a big deal for them!

IF GET VOICE MAIL, LEAVE THIS AS A VOICE MESSAGE & SEND A TEXT

“Hi _____ (Guests name), my name is _____, I am calling on behalf of Mr/Ms _____.

_____ (HOST) is especially excited to have you in attendance _____ day at _____ pm!
They speak so highly of you! In fact Mr/Ms _____ is excited to meet you because of what _____ (HOST) has told us! FYI In case you do not have it, here is the address _____ . See you then!”

SATURDAY TRAINING SESSION (SECOND EXPOSURE)

- *“Hi _____, this is _____ from ACN, it was a pleasure meeting you at _____’s house _____ night. I have reserved your 2 VIP seats that you requested for tomorrow morning’s event. Please be there at 9:45am sharp for your VIP seating. Business attire is preferred. The event is _____. We’ll see you at 9:45.”*

IF GET VOICE MAIL, LEAVE THE ABOVE AS A VOICE MESSAGE AND SEND TEXT