

RPM GLOBAL

INVITING SCRIPT

- HAVE 2 PBZs BOOKED WITH YOUR COACH BEFORE CALLING
- EACH CALL IS MAXIMUM 3-4 MINS
- BE NATURAL AND ENTHUSIASTIC
- WRITE OUT THE SCRIPT FOR YOURSELF AND RECORD YOURSELF
- PRACTICE IT AND ROLL PLAY WITH YOUR COACH/MENTOR
- LISTEN TO THE “HOW TO INVITE” VIDEO TRAINING ON THE RPM WEBSITE OR OUR FACEBOOK PAGE

SET UP CALLS WITH A TEXT (Optional):

“_____, I need 2 minutes, when is the soonest we can talk today?”

ON THE CALL:

START WITH A.S.K. (Always Seek Knowledge) – this should last no more than 2 mins or so

- Start the Conversation with asking the following Questions:
 - How is it going right now? How has COVID affected YOU? Your Family? Your Job/Business
- The Goal here is to gather information, not to interrupt or jump in. Just Listen

AFTER ASKING A FEW KEY QUESTIONS AND MAKING A CONNECTION/GATHERING INFORMATION:

“I am calling because I have a very IMPORTANT question to ask you....(pause).....Do you look at other ways to make money or do you have too much?”

AFTER THEY ANSWER THAT THEY LOOK AT OTHER WAYS OF MAKING MONEY

“I was experiencing something similar to you, so I was looking, and I found something incredible...it’s a new technology, (in Cyber Security). But more importantly it is who I met.”

“I met an incredible businesswoman/man, he/she is very successful. They are having tremendous financial success, and I thought of you and that is why I called you.

(ADD SOMETHING EXTRA HERE ABOUT YOUR PRESENTER IF TOLD TO DO SO)

I was able to get two times we can speak to him/her live for a few minutes so they can explain what he/she is doing....what works better for you:

_____ day @ _____ time?

Or

_____ day @ _____ time?

AFTER THEY PICK A TIME

“Great, we will be speaking to Mr./Ms. _____ on a LIVE VIDEO Webinar, and someone from their office will be messaging you to confirm your attendance, PLEASE RESPOND YES THAT YOU WILL BE ATTENDING to get his/her private link to speak to him/her.

Please BE ON AND BE ON TIME. MY RELATIONSHIP WITH THEM IS IMPORTANT TO ME....BYE”

IF THEY HAVE QUESTIONS

"I don't have all the details, that is what the LIVE WEBINAR with Mr./Ms. _____ is for. HE/SHE will explain everything, so which works better for you?"

_____ day @ _____ time?

Or

_____ day @ _____ time?

IF THEY ASK MORE QUESTIONS ANSWER IS ALWAYS THE SAME:

"AS I SAID, I do not have all the details, but Mr/Ms _____ will answer all your questions, he/she is having tremendous financial success and I want to know what they are doing, don't you??"

(Let them respond in the positive)

Then Say: "Great then can you clear your schedule and join us either at:"

_____ day @ _____ time?

Or

_____ day @ _____ time?

IF THEY NEED TO DELAY OR CHECK CALENDAR AND GET BACK TO YOU:

"Can you check your Calendar right now? Mr./Ms. _____, is very busy and I need to let him/her know ASAP, before those times become booked....(Pause)"

GOAL IS TO BOOK THE APPOINTMENT

If Keep Insisting to know more: 3 way them in with your upline Mentor/Sponsor/Trained 3 Way Call Expert. Watch 3 Way Call Training Video to know how to do a 3 way conference call.

For ALL "A" LIST contacts or someone who has done Network Marketing before, read script then 3-way call them on with the presenter or strong upline if necessary.

Confirmation List needs to be given to the presenter no later than 24hrs prior to the meeting: Name of Guest, Cell Phone #, Occupation, How you know them., Time of Your Meeting

Note: Do not call your contacts without first role playing with your COACH/MENTOR. IT IS HIGHLY RECOMMENDED YOU CALL A FEW TIMES WITH YOUR MENTOR TOGETHER. Your warm market can lead you to tremendous financial success, if approached correctly.

*******REMEMBER TO BE EXCITED and HAVE FUN!!!*******