

# 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!!!\*\*\*\*\***

# MEMORY JOGGER



1. Who owns or has owned a business of any kind
2. Who makes more than \$200,000 per year
3. Who does network/direct marketing already
4. Who is money motivated
5. Who is influential
6. Who enjoys being around high energy people
7. Who quit their job or is out of work
8. Who is already wealthy
9. Your friends
10. Your brothers and sisters
11. Your parents
12. Your cousins
13. Your children
14. Your aunts and uncles
15. Your spouse's relatives
16. Who you went to school with
17. Who works with you
18. Who is retired
19. Who works part-time
20. Who you like most
21. Who was laid off
22. Who purchased a new home
23. Who answers classified ads
24. Who runs personal ads
25. Who gave you a business card
26. Who works at night
27. Who delivers pizza to your home
28. Who sells Avon or Mary Kay
29. Who sells Tupperware
30. Who wants freedom
31. Who likes team sports
32. Who is a fund-raiser
33. Who watches TV often
34. Who works on cars
35. Who likes political campaigns
36. Who are social networkers
37. Who is in the military
38. Who do your friends know
39. Who is your dentist
40. Who is your doctor
41. Who will help you
42. Who works for the government
43. Who is unemployed
44. Who attends self-improvement seminars
45. Who is dissatisfied with their job
46. Who reads books on success
47. Your children's friend's parents
48. Who was your boss
49. Your parent's friends
50. Who you've met while on vacation
51. Who waits on you at restaurants
52. Who cuts your hair
53. Who does your nails
54. Who does your taxes
55. Who works at your bank
56. Who is on your holiday card list
57. Who is in retail sales
58. Who sells real estate
59. Who is a teacher
60. Who services your car
61. Who repairs your house
62. Who manages your apartments
63. Who has children in college
64. Who likes to dance
65. Who sold you your car
66. Who you met at a party
67. Who likes to buy things
68. Who you've met on a plane
69. Who does volunteer work
70. Who has two jobs
71. Who has been in network marketing
72. Who needs a new car
73. Who wants to go on vacation
74. Who works too hard
75. Who was injured at work
76. Who lives in your neighborhood
77. Who is your boss
78. Who delivers your mail
79. Who is concerned about the environment
80. Who calls you at work
81. Who delivers your paper
82. Who handles your gardening
83. Who watches your children
84. Who attends your church
85. Who is unhappy with their income
86. Who you met through friends
87. Who tailors your clothes
88. Who sells cosmetics
89. Who bags your groceries
90. Who wants a promotion
91. Who exercises
92. Who is a vegetarian
93. Who plays sports
94. Who is wealthy
95. Who enjoys traveling
96. Who has lots of friends
97. Who belongs to the Chamber of Commerce
98. Who likes to gamble
99. Who loves to have fun
100. Who haven't you listed yet



**Fill in your Contact List – No Prejudging  
The More "A" Players You Have The Faster You Will Succeed!**

NAME/PHONE NUMBER	NAME/PHONE NUMBER
1	51
2	52
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