



Getting Started Right: New Associate Scripts

Make a list of your 10 closest contacts.

This list will be the people that always help you out (your mom, sister, best friend) – this is your “hot list” of contacts.

Membership/Opportunity Focused:

Send this message to the your top 10 prospects (those who are very familiar with you)::

“Hey _____, I am starting a new business, and there’s something I want to show you, I figure you may or may not be interested, but it will only take a few minutes. If I send you a 3-minute video will you watch it for me? Text me back when you watch it.”

Send this message to other people on your list, along with the link to the resource (PPLSIProtect.com):

“_____ , you may or may not be interested, but there’s something I want to show you, it will only take a few minutes. If I send you a 3-minute video will you watch it?”

Dealing with Objections:

I wouldn’t be interested (not for me).

“That’s fine, like I said you may not be interested, but it’s only 3 minutes and if you see what I’m doing, even if you’re not interested, you might be able to refer some people to me. Would you please take 3 minutes to look at it?”

What is it? Can you just tell me about it?

“I’d love to tell you about it, because I’m really excited. But, I’m just getting started and that 3-minute video will do a much better job than I can right now. Just text me when you watch it, and we can talk.”

I don’t have time.

“I know you’re super busy, which is why I sent you the 3-minute video instead of the more detailed 20-minute version. Can you take 3 minutes for me? Like I said, you may or may not be interested, but I wanted to share it with you.”

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