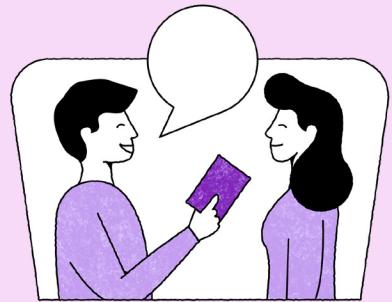




# Getting Started Right: New Associate Scripts



## 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 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](http://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.”*