



# 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 Focus:**

### **Send this message to the 3 people who always support you (family/friends):**

*"I wanted to ask for your help. I'm starting my new business, and I need to watch my trainer share our services with 3 different people this week on a quick 15-minute call or Zoom. You may or may not be interested in our services, and that's ok, but you would really be helping me out by doing this. Do you have 15 minutes free today or tomorrow to help me? It would really mean the world to me. Does morning or afternoon work better for you?"*

### **Send this message to the other 7 people on your list, along with the link to the resource ([PPLSIProtect.com](https://PPLSIProtect.com)):**

*"I started a business, and I'm trying to get the word out about the services that I'm offering. Would you be willing to watch this short video and let me know your favorite part?"*

## **Opportunity Focus:**

### **Send this message to the 3 people who always support you (family/friends):**

*"I wanted to ask for your help. I'm starting my new business, and I need to watch my trainer share our presentation with 3 different people this week on a quick 25-minute call or Zoom. You may or may not be interested, and that's ok, but you would really be helping me out by doing this. Do you have 25 minutes free today or tomorrow to help me? It would really mean the world to me. Does morning or afternoon work better for you?"*

### **Send this message to the other 7 people on your list, along with the link to the resource ([PPLSIEmpower.com](https://PPLSIEmpower.com)):**

*"I started a business, and I'm trying to get the word out about these two mobile apps that I'm offering. Would you be willing to watch this short video and let me know your favorite part?"*

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