

INVITATION TO EVENTS, MEETINGS, ANYTHING

NOTES:

BEFORE YOU EXTEND THE INVITATION; IMAGINE EVERYONE SAYING "YES". READ, BE COMFORTABLE and LEARN THE SCRIPTS... YOU'LL BE GREAT!

YOU'LL BE MORE EFFECTIVE IF THE INVITATION IS EXTENDED IN-PERSON

REMEMBER; Your commitment to your goals [CEO-I-AM]

- C** COMPLIMENT a positive trait...
- E** The ECONOMY...
- O** OPPORTUNITIES that are being created...
- I** INVITATION; I'd like you to be a part of my team...
- A** Ambition; We will be successful together...
- M** Motivated; The opportunity we have to do something great!

If they ask:

Script

Sound excited and project confidence!

Hi (FRIEND),
Chit Chat... One reason for the call, I'd like your help; you're one of the most [share a complimentary trait]. I've decided to get my finances in order and with the economy the way it is, I've decided to take advantage of the opportunities that are being created,
I'm putting together a Leadership Team and I'd like you to consider yourself as a part of that team.

THE INVITE...

On [date, time & location], I am involved with an event. I'd like you and [spouse] to attend as my [guests, invitees] admission is [ticket price or FREE if you really want them to attend]. Can I count on you attending?

A note on the tickets...

If your invitee is a very close friend and open to learning more about the business, let them be your guest... anything other than that, have them purchase the ticket from you.

WHAT IS IT?

What you'll see and experience are;

WHAT IS IT THAT YOU NEED US TO DO?

- The incredible impact we have on family's financial security.
- I'd like to introduce you to the people I am working with and the training staff we have.
- The success stories of others just like you and me.
- The opportunity we have to do something great!

Show excitement and be serious... project confidence!

Choose one;

- We can carpool; I'll pick you up at [time].
- So I can count on you being there, right?

Overcoming Objections

The objective is to get a confirmation;

If they say:

Script

I don't have the money...

I can't afford it...

Can I ask you a question? If you were considering buying a McDonald's and they were having a franchise training session, would it be important to go? [WFA]. It would be essential toward the success of your McDonald's franchise right? [WFA] Well, this event is critical to your success in this business, so let's get you tickets/registered.

Many successful people had bigger dreams than their budget would allow. Your dreams are this big [*spread out your arms*] and their paycheck and budget is [*put your hands 4 inches apart*] if this event was mandatory in order to achieve your goals and dreams, how could you miss it? Are you going to let your temporary budget situation control your life time dream?

I don't know if I'll be there...

I'll try to make it...

Let me ask you a question...Are you at all serious about making the kind of income that would give you complete freedom, I mean no debt, not just saving, but investing big money for your future? *WELL SURE.*

So, if you could hear from someone who accomplished all that in a five-year period wouldn't it make sense to at least hear him or her out?

So I'll see you there, as a matter of fact I'll pick you up.

I'm excited to work with people of integrity, I believe you will do what you say you'll do, right?

So I'll pick you up [day & time].

I'm not going...

You have three choices when an event like this comes around. You can;

1. Skip the event and your income will not grow and even worse you'll be out of business in six months
2. Go alone and you'll stay in business, but your business won't grow; or
3. Take a team to the event and EXPLODE your business and the businesses of your team.

Which choice sounds best to you?

Only one of us will be there...

Let me ask you a question. Have you ever watched a great movie without your spouse and tried to explain it later? [WFA] Were you able to explain it to your spouse and he/she got as excited as you were? [WFA] Wouldn't it have been easier if you could have seen it together? [WFA] Then let's get [spouse] committed to being there.

Invest versus spend...

Our business is about teaching people how to spend their time and invest their money. If we could teach you to double your income, would that be a good way to spend your time? Would learning to double your income be a good way to invest your money? It be worth [\$___] to learn how to double how to double your income wouldn't it? Great then let's get you investing your money and spending your time in a more valuable way.

INVITATION TO EVENTS, MEETINGS, ANYTHING

NOTES:

BEFORE YOU EXTEND THE INVITATION; IMAGINE EVERYONE SAYING "YES". READ, BE COMFORTABLE and LEARN THE SCRIPTS... YOU'LL BE GREAT!

YOU'LL BE MORE EFFECTIVE IF THE INVITATION IS EXTENDED IN-PERSON

Show excitement and be serious...project confidence!

I'M NOT GOING

[for any reason]

Let me ask you a question...Would you want to have a better year this year over last year? [WFA] If so doesn't that mean we have to change what we're doing? [WFA] Would it make sense to get some help sometimes? [WFA] Great, we have seven \$million-dollar earners that will be speaking to us at our Gala, each of them willing to help.

How much do you think a seminar hosted by seven highly successful people would be? [WFA] Perfect our event is only ____ and you will absolutely get something out of it. Would you like 2 tickets for you and your spouse or 4 to include another couple?

How much does it cost to register for a seminar given by Donald Trump, John Wooden, Robert Kiyosaki, Anthony Robbins, John Lowe, Jim Rohn, John Maxwell...etc. [pick the speaker you feel would have the most impact to your recruit] If money were not an issue, how much would you pay for going to a success making and self improvement seminar? Perfect our event is only ____ and you will absolutely get something out of it. Would you like 2 tickets for you and your spouse or 4 to include another couple?
