

NOTE: BEFORE YOU MAKE YOUR CALLS; IMAGINE EVERYONE SAYING "YES". READ, BE COMFORTABLE and LEARN THE SCRIPTS... YOU'LL BE GREAT!

CALLING A FRIEND #5: for a Field Training Appointment

If they ask:

Script

These are the typical questions;

Reply with; "I know you're set, I just want your opinion..."
Remember, do not pause just keep asking for a day & time to meet; "when can we meet, is ___ day or ___ day better?"

Sound excited and project confidence!

Hi (FRIEND),

Chit Chat...One of the reasons 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 I'd like to run some ideas by you, you'll help me won't you?

WHAT IS IT?

With the economy the way it is, I've decided to take advantage of the

WHAT IS IT THAT YOU NEED US TO DO?

opportunities that are being created, so all I want is your opinion on something I'd like to show you, I know you and [spouse] are doing fine, that's why I'd respect your opinion. Can you give me 30 minutes on Monday or Tuesday? 5pm or would 8pm be better?

I DON'T WANT TO BUY ANYTHING!

Oh I know, asking you to buy anything will be the last thing I ask you to do, anyway...What day is better, Monday or Tuesday? 5pm or would 8pm be better?

THIS ISN'T "ONE OF THOSE THINGS" IS IT?

Don't worry; this is not "ONE OF THOSE THINGS". Besides if it were, I would count on you to point that out when we meet...I need to complete my training phase by sitting with 12 families, and I'd like to finish my "training" this month.

So when can we meet? Is Monday or Wednesday better? 6pm or 8pm?

LET ME TO TALK TO MY SPOUSE/PARTNER FIRST...

Oh I know, let him/her know...asking you to buy anything or get involved will be the last thing I ask you to do...at this point let's schedule a time and I'll confirm it with you on ____ day.

What day is better, Monday or Tuesday? 6pm or would 8pm be better?

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CALLING A FRIEND #6: for those early in your career...

If they ask:

Script

These are the typical questions;

Reply with;

"I respect your judgement and I just want your opinion..."

Remember, do not pause just keep asking for a day & time to meet; "when can we meet, is ___day or ___day better?"

Sound excited and project confidence!

John, I was wondering if you could help me out. You and [spouse] are the most [share a complimentary trait] I know. I've started a business, and I'd like to get some feedback from people I know and respect. At this point what I'd like to do is sit down with you and [spouse], show you what I'm doing and get your opinion on things, fair enough?

So what evening would be best for you and Mary? 6pm or would 8pm be better?

WHAT IS IT?

I know you are probably set, and you've made good decisions for yourself, we show families how to make and save money.

So what day is better Monday or Wednesday? 6pm or would 8pm be better?

I'VE HEARD IT BEFORE...

That's great! So you must be a client or who's office are you in? [WFA] assuming "not" is their reply...

I MET WITH PRIMERICA BEFORE...

Well, I've learned every office is independently owned, and may do things differently. My office is one of the best in the So. Calif., that's why I'm with this office, their training is the best! Why don't we do this...let me sit with you for 20 minutes and show you how well we're trained, I'm sure you'll see the difference.

What day is better, Monday or Tuesday? 5pm or would 8pm be better?

CAN YOU E-MAIL ME or SEND ME SOMETHING TO READ FIRST?

NO not really, Can I ask you a question?

Are you concerned that I'll try to sell you or get you involved in something you have no use for...I promise asking you to buy something or get involved in something you see no value in would be the last thing I'd ask you to do.

What I have to show you would only take 20 minutes. I could really use your help, you could be a great resource for me getting started.

So what day is better, Monday or Tuesday? 5pm or would 8pm be better?
