

# SUCCESSFUL SCRIPT

## Who Do They Know?

*ON A SEPARATE SHEET; [keep your head down and expect the number. List the names & phone numbers below first, then qualify the “market”]*

**S** Who has the best people **SKILLS** who comes to your mind; [WFA] great, What’s his/her/their area code; 626 – 818...?

**T** The best **TEACHER** or coach you know; [WFA] great, what’s his/her/their area code; 626 – 818...?

**E** Who is the most **ENERGETIC** person you know; [WFA] great, what’s his/her/their area code; 626 – 818...?

**A** Ambitious, who is **AMBITIOUS**; someone who wants to do something different or special with their life? [WFA] great, what’s his area code; 626 – 818...?

**M** Who impresses you that are **self-MOTIVATE**, a self starter?

If I were to call [REFERRAL] and tell him/her/them you said [REFERRAL] was the most [S.T.E.A.M.] person you know, would he/she be offended?

I was told or I know you’re set, so this is probably not for you, but you could be a great help to me in my expansion

***If they say: I’m interested...***

Great! What I need to do next is;

Introduce you to our current Leadership Team, *Schedule for the Opportunity Night.*

***If they say: I’m not interested...***

Great, I wasn’t thinking of you...I was told you’re fine. By the way, what appealed to you most about the Financial Needs Analysis? Was it the retirement, college analysis, debt elimination solutions? Would you be offended if I competed for you business in any of those areas?

*If yes...schedule a time in their home.* What day can I swing by or

*If no...thank them for their time...ask permission to stay in touch.*

# S-T-E-A-M List

## Who Do They Know?

(Get the names and numbers first, then qualify each)

Name;	Best way to reach them;	Relationship	Office use only
1.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
2.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
3.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
4.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
5.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
6.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
7.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
8.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
9.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
10.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
11.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
12.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
13.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
14.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
15.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
16.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
17.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
18.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
19.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O
20.		<input type="checkbox"/> Family <input type="checkbox"/> Friend <input type="checkbox"/> Other	M A C H O