

Follow Up Call

Hi _____, it's _____. Listen, I'm just following up to make sure you checked out the link I sent you. Did you get a chance to do that?

If YES

Great! Pretty incredible isn't it? (don't wait for response). Did you pick up a copy of communication mastery? (Encourage them to get a copy)

If NO

_____, Trust me, you want to put aside 10 minutes tonight and check out the website. When do you think you can do that? (get a time).

Great! I'll call you after that and answer any questions you may have. Just click the link in the email I sent you and don't forget to check out the communication mastery album.

It's very important that you keep the purpose of the call the purpose of the call and not drift into other chit chat. Also important to keep it short to express a sense of urgency. The most important resource they need to invest in is the communication mastery album. It will give them all the psychology and confidence to recruit. If money is tight and there is no way they can put together \$199, consider the following options.

- *Q5 will accept a 4-Pay on Communication Mastery for special circumstances (call 888-235-7792)*
- *They can pick up the 10 week online course "How to Earn a 6-Figure Income in 365 days for \$97"*
- *They can pick up a copy of Disqualifying Prospects for under \$20 if they want to "test out" Q5's training before picking up Communication Mastery.*

It is best to get your people trained FIRST then promote the leads.