

“After the presentation” Script

First Attempt

Hey ____ (name) _____ pretty exciting information wasn't it?

Let's get your business started.

(PAUSE)

Did you want to use Mastercard or Visa?

Second Attempt

Hey _____, let me ask you this...you strike me as someone who is really looking for something... are you serious about making money?

Let me ask you...Do you understand how everything works? You understand how you get paid, the bonuses, everything ?

Then _____, is it possible that you feel a little fearful about doing this by yourself?

(If yes, then....)

_____, I understand exactly how you feel. In fact, when I started my business, I felt the same way...here's what I find... as soon as I help you put **just** ___ **people** in your business, and you get your money back, your going to feel a whole lot better. Would a check in your hands make you feel better?

Terrific, let's get started.

(PAUSE)

Did you want to use Mastercard Or Visa?