

GLOBAL REVOLUTION

PBR Inviting Script

INVITING SCRIPT

“Hi, do you have a minute?”
(Wait for response)

“Great, I only have a quick minute too because (I’m running out the door, headed into work, etc.) But what are you doing (day) at (time)?”
(Wait for response)

“I’m starting a new project that’s taking on childhood hunger and also provides the opportunity to make extra money. I’m really excited to share it with you! I’m having a gathering at (Time/Location). Can you clear your schedule to be there? It would mean a lot to me!”

What if they have questions?

“As I told you I only have a minute because (exit strategy), but the concept is that we help people save money and provide meals for disadvantaged children. I managed to schedule an expert to come by for my event on (day). I will have him/her call you to confirm.”

TIPS TO REMEMBER

- Do not get into a question/answer session or try explaining anything.
- Enthusiasm & Urgency = Great Results!
- If a prospect is determined to get info before the home meeting, invite them to a webinar.
- A 3rd party, not the host, should confirm all guests that are invited.
- Your team building strategy will be duplicated. If you have a large home meeting, your new IBOs will have a large home meeting.

Piquing Questions

What can I say to help pique someone's interest?

1. Are you looking at something outside of what you are currently doing?
2. Do you look at other ways of making money?
3. Are you open to diversifying your income?
4. Can I get your opinion about something?