

QuickPros Associate Call Script

Revised 3/13/03

This is a guideline script. Initially, just to get through the calls to your associates, you'll recite this script as is. Eventually, as you gain confidence, adapt this script to your own speaking style so you can more naturally deliver it as you call your associates.

Hi, **PROSPECTNAME**?

(Act familiar, DON'T say their full name. Only the first name)

OR - if the opposite sex answers - opposite of the name of the person you're calling:

Hi, may speak with **PROSPECTNAME**?

Hey **PROSPECTNAME**, my name is **YOURNAME**, from **YOURREGION/CITY**, and I'm following up on your online request for information when you checked out my internet business and took a tour of my QuickPros site on **SIGNUPDATE** - do you remember that?

Great! Listen, I only have a moment to speak and I gotta run. Do you have 60 seconds to jot down some information?

Let me ask you, **PROSPECTNAME**, why are you looking to start a home business now?

(Now stop talking and listen. Let them talk. Pay attention. Take notes.)

Ok, great. Listen, I also wanted to just call and say "hi" and let you know this business is for real. With all the crazy stuff going on over the internet these days, I like to personally let people know that there's actually real people behind the website and emails, that this business is real, and it really does work.

Secondly, to get all details on this - how it works, what it's all about and all that kinda stuff, there's a conference call for you to listen to. So if you're really serious about earning extra money working from home then you won't want to miss this call.

EITHER

tonight at **TIME FOR THEIR TIMEZONE** that will explain all of this.

OR

At **TIME FOR THEIR TIMEZONE** on Saturday

PROSPECTNAME, It's also important that we have a win-win for both of us. By the time you've listened to the conference call you'll know if this is a good fit for you. Then you can decide. if it doesn't seem like a good fit for either one or both of us we can agree that it's ok to say no thanks. No pressure here. Is that fair enough?

Go ahead and grab a pen and I'll give you the number - you can dial it up about a minute before the top of the hour. Ok, here it is: **512-225-3511**

When you dial that number, you'll get a recording asking you for your private pin number. Go ahead and punch in **46213#**. Got it? Great. *(You can also add, "Now if you can't make the call, I'll give your pin number to someone else who's ready fair enough? Great.")*

PROSPECTNAME, thanks for taking my call - after the call tonight we'll see if this is a good fit for you. Remember, it's ok to say "no thanks". Let me give you my number in case you need to reach me for anything...it's **YOURNUMBER**. *(Give them your number and thank them for their time).*

NOTE: If an associate loses their link to "take the tour" pages, send them to **<http://QuickPros.Biz>** and have them enter the email address they registered with.

VOICEMAIL SCRIPTS

Hey **PROSPECTNAME**, this is **YOURNAME**, from **YOURREGION/CITY**. You checked out my QuickPros Internet business on **SIGNUPDATE** and took the tour. Call me at: **YOURNUMBER**. Again this is **YOURNAME**, and my number is **YOURNUMBER**.

This takeaway voicemail can be VERY effective in generating callbacks.

Hey **PROSPECTNAME**, this is **YOURNAME**, from **YOURREGION/CITY**. You checked out my QuickPros Internet business on **SIGNUPDATE** and took the tour. This will be my last and only call to you. I won't have time to call you back again, so call me at **YOURNUMBER**. If you're at all serious about starting a business from home then don't lose this number since I won't be calling you again. Again this is **YOURNAME**, and my number is **YOURNUMBER**. Good luck!

Here's one that generates intense curiosity since no information is given.

Hey **PROSPECTNAME**, this is **YOURNAME**, from **YOURREGION/CITY**. I'm following up on your online request for information. You visited my web site on **SIGNUPDATE** and left your phone number to call you, so call me at **YOURNUMBER**. Thanks.

QuickPros Prosperity calls at:

9pm EST (8pm CST/7pm MST/6pm PST) Monday to Friday;

1pm EST (12:00 noon CST/11am MST/10am PST) Sat

Dial 512-225-3511 followed by PIN 46213#

VERY IMPORTANT FOLLOW UP STEPS

REMIND YOUR ASSOCIATE ABOUT THE PROSPERITY CALL

As you make your calls, make note of anyone that says they'll come on the call. Set yourself a reminder to give them a quick call 15-30 minutes before the conference call. Ideally, you'll be able to quickly review your list, make several followup/reminder calls and help most of those people remember to get on the call. Your call might go something like this:

Hey **PROSPECTNAME**, this is **YOURNAME** at **YOURNUMBER**. We chatted the other day about your interest in finding the right home business. I'm just calling to leave a quick reminder about the conference call you jotted down that it's today at **CONFCALLTIME**. The number again is **512-225-3511** and the pin code to punch in is **46213#**.

After the call I'll call you and see if this is a good fit for you and answer any questions you have. Again, just to remind you, it's perfectly ok to say no. No pressure here. Take care and we'll talk soon.

Follow up call with your associates after the prosperity call:

Following up after the conference call to the prospects you feel good about:

Hey **PROSPECTNAME**, this is **YOURNAME** from the QuickPros.

Were you able to get on the conference call?

[if not, invite them to the call again and followup]

Well, great!

Now, **PROSPECTNAME**, remember what I said when we last spoke. By the time you've listened to the conference call you'll know if this is a good fit for you. No pressure here, so tell me, is this a good fit for you?

[If no, thank them for their time, and get off the phone. If yes, then CONGRATULATIONS! If they have questions you don't know the answers to then schedule a 3 way call with you, your enroller, and your associate]

There are more advanced techniques for doing the follow up. See your enroller for more info.