

What to say when you call after sending a pre-approach email

Again, this call is purely and simply a **'what did you think call'**, and nothing more. Remember, it's just part of the sorting process. Again, get your self comfy with your list of 'follow ups' for the day, dial the first number and off you go! This is how it goes.

Note, 'Blue' represents you; 'Green' represents your prospect!

"Hi (Name), it's (Your name), how are you? Is now a good time to talk?"

"I sent you an email two days ago about my new business which I see you have received, ** tell me (name), what did you think of the concept? Are you interested in earning substantial extra income?"

****you will know that they have received and opened your email because msgtag will have told you!**

If you get a positive reply say....

"Great I am also really excited about the potential. The first thing we need to do is to get you registered. Lets get to your computer now and I'll go through the process with you"

Or, if they are not close to their computer

"(Name), as soon as you get home, go back to the website link in the email, click JOIN NOW, choose the Affiliate option and to maximise the potential of the business play both UK and the Euro Millions games. Would you like me to call you later and go through it with you?"

If they say that they will be OK to join on there own,

"OK, (name), as soon as I get the email saying you've joined I'll give you a call"

The next follow up call you make is really simple! Just welcome them to your team and **direct them to the Training Centre** and encourage them go through **the same process that you are going through right now.**

If you get a negative reply..

"That's great (name) is it more information you need? Would you like me to send you our business DVD?"

If Yes - deliver or send the DVD then follow up as above. If NO - "OK (name) is it OK if I keep in touch and let you know how I'm doing?"

Then diarise for 60 days and send them a copy of your cheque!