

LEVEL UP ASAP



GOAL: 2 Memberships and 1 Associate with a Membership (3 + 1)

1. Easiest Membership (Mom, best friend, relative, etc.)
2. Easiest Associate with a Membership
3. One more piece of business

Recruiting Video: WeAreVision2020.com
Membership Video: MyAmazingApp.com

HOW TO INVITE: (page 48 in Go Pro by Eric Worre) The LESS you say, the better the results.

Asking your contacts to take a look at a project involving launching a couple new smart phone apps is the way to go. If you, instead, start talking about LegalShield or IDShield, your contacts will too often make a snap decision that they are not interested. The GOAL is to have someone get a COMPLETE presentation. They don't need to go "google" anything before their presentation. So be smart about this, and follow the proven system:

Hey, _____, I've got just a minute - I want you to know I'm involved in an exciting project - helping to launch a couple new smart phone apps, and it's really important that you know about it.

OR

Hey, do you remember _____ (problem)? ...when you told me you hated your job? ...when you told me you wanted to travel more, get a new car, etc.? Were you serious or were you just kidding around? (They'll almost always say they were serious.) Great! I think I've found a solution!

If I send you a video link, would you take a look at it?

or

If I invited you to a (get-together at my house, luncheon, launch presentation), would you attend?

or

If I invited you to a special invitation-only webinar / conference call, would you be on?

Then get a time commitment.

Great, when do you think you could watch the video?

or

So can you attend the special get-together on _____ at _____? Great!

or

So can you be on the webinar/conference call at _____? Great!

Then re-confirm their answer and schedule your call back.

So you can watch the video at / around _____, right?

Great - So if I call you at _____ (a few min. after they watch it), you'll have watched it for sure right?

or

So you will be on the webinar/conference call at _____, right?

Great - So if I call you at _____ (a few minutes after the webinar/conference call), you'll have watched/listened to the webinar/conference call, right?

or

So you'll attend the get-together on _____ at _____, right?

Now thank them and get off the phone.

If someone insistently asks you about what it is, then here is a good response, giving credibility to the project: The project is led up by Jeff Bell, who was formerly a Vice President at Microsoft. In fact, he launched Halo and Xbox. So please, (watch/listen/attend) - so you'll see exactly why this is so exciting. If they ask the name of the company, it's fine to say LegalShield as long as you share this credibility.

NEXT your Follow Up Call is critical. Get with your leader/trainer to learn the 3-way Call System.