

## Sales Script

### First Call to John Smith

Hello, is this John?

John, this is Bill Jones. I'm calling you tonight from Huntington, New York. You and I have not previously spoken but the reason for the phone call is that you were on one of my Web sites just recently and you had expressed interest in finding a legitimate, and potentially profitable, in-home business.

I believe I have such a business and if you have two minutes I'd like to give you the information you requested.

John, do you have a couple of minutes?

[If the answer is yes:] Great, do you have a piece of paper and pen handy?

Again, my name is Bill Jones.

My 800 number is \_\_\_\_\_. My e-mail address is \_\_\_\_\_.

The name of my company is Global Resorts Network, or GRN. Have you heard of us?

We are the leading private membership travel and vacation club in the world. I say that because we've been in business 23 years, we have representatives in 52 countries and, because of that, we have literally thousands of members around the world.

What we're looking for right now, John, are five people from across the country who are looking to be in business for themselves, be their own boss, but represent Global Resorts Network and make \$1,000 a sale selling GRN memberships. Also have the ability to create a substantial residual income for oneself as well. [alternative – and make a substantial income referring people to the GRN membership and when somebody comes on board you make a \$1,000. How does that sound to you? You also have the ability to create a strong residual income for yourself.]

Does this sound like something that would be of interest to you, John?

[If the customer says yes:] Great. Rather than try to explain the opportunity over the phone, I'd like to direct you to two Web sites, which do a much better job than I could at explaining the GRN opportunity.

The first Web site is [globalresortsnetwork.com](http://globalresortsnetwork.com). Certainly review the whole Web site but the best way to learn about Global Resorts Network is to watch the movie.

The second Web site I'd like you to go to is [grnpayplan.com](http://grnpayplan.com). I think you'll be extremely impressed with the kind of money you can make directly and residually representing our company.

John, it will take you about 25 minutes to go through both Web sites. Do you have enough of an interest level to review the Web sites tonight?

Great. While the information is still fresh in your mind I'd like to get back to you either tonight or tomorrow,

have a good conversation and answer all your questions.

I'm not going to ask you for a decision but if you're interested in GRN I'd like to take you to the next step. And if you're not interested, we'll part on good terms and I'll wish you the best of luck in whatever else you want to do. Is that fair enough?

Is tonight good for you or is sometime tomorrow better?

[set a definite appointment]

John, if for some reason you can't make the appointment could you please call my 800 number and leave a message on a timely basis and let me know? I am scheduled very tightly and it would be a great help.

One last thing John and just out of curiosity, are you looking to do this full time or part time? [If part time:] How many hours a week do you plan to spend working on an in-home business? How much money would you like to make, let's say, on a monthly basis?

[Whatever amount he says:] If you could make that kind of money, would that have a positive impact on you and your family?

John, I don't want to get too personal, but could I ask you, aside from the money itself because after all money is just green paper am I right? - what are your motivations or goals for starting a new in-home business for yourself? [key question – it is the why question – as in why do they really want to start their own business.]

Have you been looking for an in-home business for a long time now? Have you seen anything else you've liked? [If yes:] How come you didn't get on board?

John, if you could find a business, whether it be mine or another company, that you were convinced you could make the kind of money you'd like to make, are you ready to get started now?

[Depending on how the conversation is going, you could also ask:] Have you ever been self-employed before? What do you do to make a living now? How long have you done that? Do you like it? Is there anything you don't like about your work? Just ballpark, what kind of income are you accustomed to making, let's say, on a monthly basis?]

### Second Call To John Smith

John, I trust you reviewed the Web sites. Let me ask you, what did you like about what you saw?

[Whatever John says:] That's also one of the things I liked about GRN. What else did you like?

[After he's discussed everything he likes about GRN and you've agreed:] Is there anything you don't completely understand about our opportunity or doesn't meet your approval?

John, on a scale of 1 to 10, 1 being you have very little interest in GRN and 10 being you're extremely interested in our company, where do you see yourself at this point?

[If you get an answer of 1 to 4:] I guess the GRN opportunity isn't really for you, am I right?

[Make sure they're not making any decisions based on misconceptions]

[If it's five, six or seven] It seems you only have lukewarm interest in GRN, may I ask you why that is?

[If they don't tell you exactly why they're not interested, start listing potential objections: Is it the money? Is it that you don't think we're a legitimate company? Is it because we're in the travel industry when the economy is not so good? Is it because you don't think you could do this? Keep listing objections until you hit on the one that resonates with them.]

[If you get an 8, 9 or 10 response, send them to Scot Chatron webinar and also send them to grnonlinetools.com] The Webinar will teach you how to use our membership and grnonlinetools.com will be one of the sources of training for you to be successful with our company.

### Third Call To John Smith

What did you think of the Webinar? What did you think of grnonlinetools.com? John, with GRN you're in business for yourself but truly not by yourself. Certainly I will be there to coach you as well as other members of my team. Also, Scot Chatron has training calls six times a week. So you will never have cause after you come on board with us to ask yourself, "What do I do now?"

As a side note, you will never have to bother your friends or relatives, in-laws or out-laws, trying to solicit them for this opportunity. We will show you where to get the people to speak to who have a current interest in an in-home business or travel or, hopefully, both. Again, we have excellent training.

Do you have any questions on our training? Do you have any other questions about GRN?

John, let me ask you a question: Do you see an opportunity for yourself with Global Resorts Network? [If yes:] Great, let me show you how to get started. [If no:] Let me ask you, what's holding you back?