

LOOK!!!!!!!!!!!!!!!!!!!!Scots Three Step System

Create, or buy leads.

(Once you have built your organization, Just work with your group on getting them qualified)
(have members email their leads to you when you have a group) Work on their success, as it brings you yours

Let your auto caller at www.phonebreeze.com or (whatever system you have) call all of your leads. Direct them into 3 step system.

(Note)You should have a dedicated 800 number that you may use in all of your advertisements, classified ads & prospecting that will be with you till you retire.....

I use a 4 point agenda when I speak to anyone: BASIC!!!

- 1 Why I'm calling
- 2 I/we run a very successful business out of (state, we are looking for)
- 3 As a courtesy to you, we have recorded a 5 min message (call 800)
- 4 We are looking for coach-able people, if you do not call, I won't call you back

Step 1)

Tell your prospect to call My/Your 800 # Dial Extension & OR go to your website at [www.](http://www.telecentersignup.com/grn) (To sign up for this service go to www.telecentersignup.com/grn or call 1-800-454-5930) Listen to the overview and leave message or fill out the form. If you don't leave a message or fill out the form, I will not be able to call you back. (Reference being coach-able)

(Note) Once you have left me a message, & filled out the form, (landing page) that tells me you are interested, we will call you back on (date) Important that you follow up!!!!

Step 2)

When they have left a message & filled out form, call and ask what level of interest they're at on a scale of 1 to 10 LOOK >>>>TRIAL CLOSE!!!! (*Refer to closing script*)

Step 3)

If they are at a 7 plus or higher, PROCEED with closing statements
(*Refer to Closing Script*)

(Note) If they are less than a 7 send them back for more info , A webinar, a web-site, another conference call, etc.

Scot never talks to anyone who will not follow directions. They have to be coach-able to be successful. This is a sorting process, if you use the (KISS) method, Keep It Simple Short/Stupid

They see the simple system available to them that now becomes duplicable in their own mind, which allows them to want more info. Thus resulting in one of two things, they stop going through the process, or they proceed to close, which in turn now becomes a sale, which is the start to building a massive team. (TEAM) Together Each Achieves More...