

**1.*****Pique Interest and Send the Pique Video***

***Remember people buy emotionally so telling your story and your WHY is the key!***

Hey John, Something crazy just happened to me and I'm really excited. I have to tell you about it! You have a few minutes?

"I just got involved with something that has excited me more than I've ever been! You know how I have **"SHARE YOUR PROBLEM"**....I just partnered with a company and I am working with the leadership in this area! I am excited because this is gonna allow me to **"SHARE YOUR WHY"**.... It may not be for you but I care about you enough that I need to share it with you! I am going to send you a link to a 7 minute video! Do you have time now?

**DON'T SEND IT UNTIL THEY ARE READY TO WATCH IT!!!**

***Follow up and Send the Opportunity Video***

John! You see why I am so excited! Great! Let me tell you, this company is exploding and I am so excited that we can get in early! I want to send you another video that is 23 minutes long. I promise after you watch it, you will have all the information about the company, what we have to offer and you'll see the kind of money that you can make! People are already making a lot of money and the company plans to pay out millions in commissions over the next 6 months!

Will you have a chance to take a look at it today? I have a ton of people that I am about to contact and I want you to see it before I go crazy with this! I'm sending it to you now and I'll call you back in about 30 minutes! I hope your ready not to sleep!

**DON'T SEND IT UNTIL THEY ARE READY TO WATCH IT!!!**

**Call them back in 30 minutes: Ask, What did you like best about what you saw?  
Agree with them and move to step 3!**

**3.*****Edify and Pass to a 3-Way Call***

Now you see why I called you! John if your serious now that you have seen why I am so fired up you have to meet my business partner! I just so happen to be working with some successful leaders in the company and they have taken me under their wings to help me succeed quickly! I have a goal to quit my job soon and to be doing this full time from home! I want to get you on a quick call with my business partner Mr. \_\_\_\_\_, who I have a lot of respect for. This individual is one of the key people making things happen with the company and I am fortunate to working with him directly. Mr. \_\_\_\_\_ is highly respected in this business and anyone who is serious that works with him has success! I can't guarantee I can get ahold of him right now, his time is valuable and he is very busy. Hold on just a second and let me see if I can get him on the line for a couple minutes to give you all the details!

***If they ask questions***

John, I am too new to explain the details. I just started with the company. Mr. \_\_\_\_\_ has all the details and trust me, I am putting you on the phone with the Bill Gates of this company! Im telling you, when your done talking with him you'll know we can both make a lot of money with this company!!! Hold on let me get him on the line.....

***(repeat if they keep asking questions)***