

## New Contact Face To Face Script

Sincere compliment – Introduce yourself  
F.O.R.M. (if you can)

### Qualifying question

"\_\_\_\_\_, I'm a business owner expanding in this area. Let me ask you a question: ***if*** there was a ***significant*** amount of money on the table...are you keeping your eyes open for ways to generate income outside of what you're currently doing, ***or not?***"

(IF YES)

"\_\_\_\_\_, the reason I ask is I'm working on a project with the one of the leading companies in the wellness industry and I'm looking for a certain type of person who's coachable and goal-oriented and enjoys helping people... ***and*** is interested in making really good money."

"Obviously we just met and I don't even know if we could work together or not ***or*** if this would be right for you ... ***but*** I've learned to trust my instincts and I'd like to chat with you when I have more time... ***if*** you're interested."

"Tell you what, so we don't waste your time or mine, why don't you check out this website (write URL on card). There's a video that's about \_\_\_\_\_ minutes long that will give you a "broad strokes" view of what I do, and will allow you to formulate some questions. Why don't you watch it then get back to me in tomorrow and we can talk more, ***fair enough?***"

"Why don't you give me your contact information too?"

<p><b>Answer to all questions:</b> "_____, I don't want to spoil the video for you. Why don't you review the information? It'll help you formulate your questions and allow us to be on the same page, OK?"</p>
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