

Hi _____. Listen _____ you probably don't know this about me but besides being a lawyer, I also have an Arbonne business that I run that brings in extra cash for me each month. Did you know that about me? No? Well, anyway, I've recently started working with a personal coach and set some goals for my business and what I decided is that I'm looking to find three people here in CA that I can train and help them to build a business that will bring in an extra \$600 to \$1,000 part time income for them. Now admittedly, there's something in it for me because if I can get those three people to make \$1,000 extra a month, I'll be making about \$6,000 a month, so you can see there's a lot of motivation for me to find those three people. The reason for my call is to see if you would be willing to meet me for coffee and let me show you how it works. I don't want to get into any details now on the phone, but if we sat down for a half and hour some day and I explained this to you, would you be comfortable giving me your honest opinion. If it's, NO would you be able to tell me No? (Yes, I can tell you NO.)

Good. I'm looking at my calendar and I could meet you tomorrow for coffee around 10:00am or would sometime in the afternoon be better for you? (Well, I'm busy tomorrow)

Okay then would sometime during the day work for you or is it better to meet at night after work? Which makes more sense for you? After work, great. So would Wed. after work be good or would Thursday be better for you?

Third party call: You sponsor Jane and you sit down with Jane at 8:00 pm at night and make her list of her top 25 closest friends and you pick up her phone (You're calling her friend Sandy) and you say:

Hi Sandy, this is Holly Guerrero calling from Jane Smith's house. Listen Sandy, the reason I'm calling is that Jane and I have started a new business for her and she's brand new at what she's doing so I'm actually making some of the calls for her to get her off to a good start. Now, Jane tells me that she has a lot of credibility with you and that you trust her, is that true? Great. Well, the reason for this call is that I need to get Jane trained in her new business and in order to do so she needs to get a certain number of presentations done to friends like you and she needs a personal favor from you. I'm looking to find a time when we could get about a half an hour of your time to show you the presentation over coffee. Now, there might be something of interest to you and if you see something that you like we can talk about it some more, but I really just need someone who can sit and listen while we practice. I'm looking at the calendar and Jane told me that you usually have the days free after the kids go to school. Would tomorrow morning be good around 10:00am or would the afternoon be better to meet with you?