

## Inviting Script

*(Important: do not make calls without first role-playing with your up-line)*

- 1.) Do you look at other ways of making money?
- 2.) Insert Your Why (tell them why you are doing the business).
- 3.) Deals in New Technology.
- 4.) Edify the Presenter.
- 5.) Setup Confirmation Call.

### EXAMPLE INVITE:

- 1.) *Hi Susan this is a business call do you have a minute? Do you look at other ways of making money?*
- 2.) *I have been too, the economy has really taken a toll on my income and when I looked at what it was going to take to put the kids through college I realized I needed to find a way make money in addition to what I was doing and*
- 3.) *I recently stumbled across something I'm really excited about that deals in new technology and*
- 4.) *I met a very successful individual who's expanding his business in our area, and having tremendous financial success. This person is going to be at my house Tuesday at 8:30 to show me, and a small select group of people exactly what he is doing. Can I put you down as coming? Great!*
- 5.) *So you are aware someone from his office will be giving you a call ahead of time, this just acts as a reminder. See you Tuesday at 8:30!*

### IMPORTANT TIPS:

- Start with a contact list of at least 100 names and numbers and be sure it contains business owners, people who have done something like this before and people who are already successful.
- Be excited and enthusiastic! (tell them how excited you are!)
- Do not present or answer questions! "I'm not an expert, that's why I've got an expert coming over Tuesday at 8:30, can I put you down as coming?"
- For all 'A' LIST contacts read script then do a three-way call with the presenter.

### How to setup your house:

- Have an ACN Overview DVD featuring Donald Trump (preview to make sure DVD ready to go);
- Once meeting starts phones off the hook, your cell phone off;
- Cool room temperature;
- Kids in bed, or with babysitter;
- Pets outside or some place quiet;
- Documentation out on table: Success from Home magazine, videophone, etc;
- Clipboards containing: 1-10 overview sheet, rep agreement, Saturday flyer and a pen;
- Refreshments, light snacks (no alcohol);
- **Upbeat music before and immediately after presentation;**
- Sign-in sheet for all guests;

*\*necessary documents can be found at [www.wealthinstituteinc.com](http://www.wealthinstituteinc.com): training materials.*

**Sunday Night Training Call 8:00PM EST: 646-519-5800 x61072#**  
*(overflow Dial: 212-461-5800 x61072#)*