

Script for **Warm Market** You Do **NOT** Want to Call

This script is for people you know (Warm Market) that you do not want to call. This is NOT for cold market leads! Practice this out loud before calling. This script is super soft and your friend will not even know you're prospecting them!! Try it.

{If you get voicemail}

Hey {firstname}, can you give me a quick call back. I have something real important to tell you. Thanks. {your name and phone #}

{If they answer}

{40 sec script} Hey {firstname}, how you doing? ____ **{do small talk}**

"I was wondering, have you ever been on a Cruise Vacation?" _____

YES: "What Cruise Line?" ____ "Where did you go?" ____ "What did you like best about your Cruise?" ____ **{now change the subject}**

NO: "If you had a Cruise for FREE, where would you like to take a Cruise Vacation?" ____ **{now change the subject}**

TIP: TAKE notes on what they say. When you hang up, make sure you can recall what they said based on your notes. Collect the name and phone numbers of TEN people you know that either had a positive response to cruising, or they want to cruise. Then call your sponsor (or upline) about your replies – to practice what you will say when you call them back the next day (see below):

Hey {firstname}, how you doing? ____ **{do small talk}**

"Remember we were talking about a Cruise Vacation yesterday?" ____

"Well, I found the only Cruise Membership Club in the world, and it pays you \$100 per month that you're an active member, so you can take a Cruise Vacation at a lower cost than anyone else. They also have an optional program, so you can Cruise for FREE and get paid very well to help others Cruise. Sounds interesting doesn't it?" ____ "Would you watch a 3 min 50 sec video and tell me if you think this is crazy or pretty interesting?" ____

{If they ask “Why do you want to know if I’ve been on a Cruise before?”}

“Because I’m thinking of taking a cruise, and I like your insight into things like this. So have you been on a Cruise Vacation before?” _____

{If they continue with questions}

I’m sorry I caught you at a bad time. I have my appointment now. I’ll try to get back to you later. I have to go. Let’s talk soon. Bye. **{hang up}**

{Get Your Own Domain Name}

It is helpful for both you and your prospect, if you have a SHORT, easy to SAY and easy to REMEMBER website address (URL).

We recommend www.namecheap.com

Video on How to set it up a namecheap domain:

<https://www.youtube.com/embed/ugzLSgkTjng>

Ask your sponsor because you can buy your own domain name for between \$1 and \$12 for an entire YEAR. Once you have a domain name it’s easy to redirect (forward) your other domain locations (URLs) to your Lead Capture Page, Landing Page, etc.. If you wish to have Domain Hosting for additional features, call your sponsor or Michael 904-233-9285 for the best option and value.