

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 no one will be offended by this script. This script is very similar to Script-ChickenList2 except this script is done all on ONE call, instead of 2 calls.

{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}**

{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 respect your insight into things like this. So, have you been on a Cruise Vacation before?” _____

“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?” _____

NOTE: 5 yr old company. \$300 million/year revenue. 200,000 members. No Blackout Dates. All the major cruise lines. 100,000 partners.

{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}

Go to: www.namecheap.com and get a short and catchy domain name. Try to avoid a "2" or "4" in your domain name as you'll constantly be explaining which spelling. These domain names are as cheap as \$1 for a year. Make sure to redirect your domain to your website and double-check it once a month.