

COLD MARKET - FIRST CALL SCRIPT

Sound both **CONFIDENT** and **HAPPY!!!!**

Hello is **{their-name}** there? **{pause}** **{their-name}**, my name is _____ and I am calling in response to your interest about earning a significant income at home. Do you have a moment for THREE Quick Questions? **{pause}**

Question #1 Do you like to take Vacations? _____

Question #2 May I first take 1 minute to introduce myself? **{Be brief. See pg 3 for examples.}**

Question #3 **{their-name}** can you tell me something about your work history? **{Compliment them}**

{their-name} our goal is to help you earn more than your highest job income ever. May I ask, How would that change your life? **{}** (**SPECIFIC** answer. See page 4)

{their-name} people start our business PART-time on the side, while they keep their regular work. As you match or exceed your current income with us, most think of it as being “Job Optional” which means you have the option to keep your job, or walking away from it. Does that make sense?

We have some people with ZERO experience working from home, who got excited about helping others take Vacations for free and get paid – and they EXCEEDED their job income in 4-6 months. Pretty Amazing isn't it? _____

{their-name} we are the World's ONLY Vacation Membership Club in our niche – but instead of just telling you how it works, it's always best if you both hear AND SEE how it works on your computer. I have a 3 minute 50 second video that gives an overview of what we do and how. Are you IN FRONT OF YOUR COMPUTER RIGHT NOW? **{pause}**

Yes	GREAT – go to www.____ What do you see at the top of that page. (Pause until they tell you.) You will see a 3 min 50 sec video at the top of the page. ENJOY the video and if you like what you see, there is more information and videos on this page. Here is my phone number and you can call me when you're done or I can call you tomorrow. You can either tell me: (a) you think I'm crazy, or (b) you think it looks good, or (c) you have questions or concerns. Sound good? _____
No	“OK! When will you be at your computer and on the internet, so I can show you?” (if yes – set a specific day/time to call them back to view your video!
No	(If they won't set an appt.) Say “If I email it to you, will you be able watch this Email video tonight?” {} and use your www.GetNotify.com free service.

If you do not wish to use GetNotify.com – there is a Chrome extension for Gmail only called “**Cloud HQ**” that has unlimited email notifications when emails are opened.

Replies to “Do you like to take Vacation?”

There are only 2 answers to this question: **Yes** or **No**.

I have never had anyone say “I don’t know” if I ever had a vacation. LOL. I suppose if someone did, they would most likely NOT be who I’m looking for. Right?

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If they answer “**YES**”, with an excited voice say:
“Then you know how **AMAZING** they are!”

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If they answer “**NO**”, with an excited voice say:

You might ask them “Why?” But most likely this is NOT someone qualified for our business. Graciously tell them this is not for them. Hang up and call the next person.

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AFTER you’ve given one of the 2 replies above, move on to the next question: “May I take 1 minute to introduce myself?”

How to INTRODUCE YOURSELF

- **Do NOT** say the name of any other home business company YET & **Do NOT** say anything negative like (“I don’t know anything”)
- **Do NOT** say too much (remember this is 60 seconds or less)

EXAMPLE “A”

“I worked in Corporate America for ___ years. But wanted something better, where I set my own hours, my own income, and my own location. I saw others in this company (average people) doing very well, and I said, if they can do it, I can too. I’ve checked this out from top to bottom and I am ALL IN with this business.”

EXAMPLE “B”

“I was an EMPLOYEE and my company and boss controlled my TIME, my INCOME and my LOCATION. I wanted freedom in all 3 of those areas. I saw others in this company (average people) doing very well, and I said, if they can do it, I can too. I’ve checked this out from top to bottom and I am ALL IN with this business.”

EXAMPLE “C”

“For the last ___ years, my job has been as a _____. But with the economy the way it is, they are not giving pay raises in like forever, and I did not see that I would ever be able to retire. I saw others in this company (average people) doing very well, and I said, if they can do it, I can too. I’ve checked this out from top to bottom and I am ALL IN with this business.”

NOTE 1: Pick 1 (not 2, not 3, just ONE) of the testimonies above. Fill in your info and practice it, so you can introduce yourself and give the person a strong reason to listen to you.

NOTE 2: You need to sound CONFIDENT & HAPPY as you talk with a prospect!!

CHANGE YOUR LIFE

In your FIRST call, you ask this question: “Our goal is to help you earn more than your highest job income ever. May I ask, How would that change your life?”

About HALF the time, they give you a very weak and generic answer like: “A lot” or “Significantly”

You do not want to accept that as their answer. But you also do not want them to feel bad about their answer. Just IGNORE what they answered and ask your question in a different way – with multiple choices, like this:

“Ok. Would you drive a different car, change your house, quit your job or pay off some debts?”

NOW they will usually pick 1 or a few or say ALL of them. That’s fine.

The goal with this question is to associate working with you with a BIG REWARD and not “just a little extra money” (I hate that phrase)

FOLLOW UP SCRIPT

At a normal speaking pace, this page takes 1 minute and 15 seconds.

Hi ___ This is (name) again with inCruises. Did I catch you at a good time?

“Great. I so enjoyed our call the other day, and I really believe you are a great fit for our business. May I ask – Do you have a Specific Question for me, OR are you ready to get started?” ___ (be quiet. wait for their answer)

OR .. if they only went through your lead capture page, say this...

“Great. I see that you went to the website and watched the video about inCruises. What did you like best?” _____ (be quiet. wait for their answer)

“Great! {Their-Name}, Do you have a specific question for me, or are you ready to get started?”

At this point be quiet. Don't say a word. Wait until they answer.

If they say “ready to get started”, say "Great. TAKE them to your InCruises join page and have them sign up on their computer.

{Their-Name}, I want to introduce you to my business partner, who is fantastic at helping people get started. Hang on for a second, ok? _____

{3-way in your sponsor or upline}

VOICEMAIL SCRIPTS

You MUST sound HAPPY and EXCITED to get a positive response!!

Voicemail #1:

NOTE: You need to talk to them like you are old friends!!!

Hey {firstname} this is (your FIRST name), sorry I missed ya, but you have to call me back!! I'm more excited than I've been in years. Here is my NEW phone number (xxx) xxx-xxxx call me back as soon as you get this. Ok? Talk with ya soon.

Voicemail #2:

NOTE: If you're only going to leave ONE voicemail, then use THIS ONE!

Hello {firstname}, _____ My name is {Your First & Last Name}. Thanks for your interest in earning a significant income from home. We have 25 people earning over a HALF MILLION dollars a year in less than 3 years. Check out my website at: {website} and call me back with any questions at (xxx) xxx-xxxx. My website again is: {website} - Have a great day!

Voicemail #3:

Hello ____ this is (name). I left you a couple messages, but you must be busy. I understand. No problem, but I have so many people showing interest, so I **may** not be able to call you again. Just write down my website at: {website} & save it by your computer. When you contact me, you will go to the TOP of my list & get my full attention. If I don't hear from you, have a wonderful life, but if you DO contact me – I plan on being the happiest call of your day. Contact me soon, ok? Go to: www._____

GET YOUR WEBSITE 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

How to set it up namecheap – <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.

VERY IMPORTANT

BEFORE you 3-way call your prospect with your sponsor or upline, it is ESSENTIAL that your prospect FIRST watch all our marketing videos. This gives them a foundation of understanding of our business. This saves your prospect, you and your upline a lot of time and energy!!!

One of the 1st questions your sponsor or upline will ask your prospect on a 3way call is “Now that you’ve seen our videos, what do you like best so far?”

If your prospect says something like, “I’ve not seen the videos yet, just tell me what this is about.”

To that, your sponsor or upline will say “This is about you starting a business from home, on the road or the beach. You can earn more with our business (working 100% from your phone and internet) than you’ve earned in any business ever .. but you need to see our videos before we move forward. So watch our videos and we can talk again soon.”

LEARN YOUR NEW BUSINESS

- Study the inCruise Back office and also our Team Training Site: www.savemoney911.com/viptraining
- We provide the training, but if you want to succeed, you need to **show up**, **focus** and **learn**.
- When you're on a training – do **NOT** multi-task. Turn **OFF** the TV, Facebook, cell phone, skype, etc.
- **Take Notes** – you will remember 80% more if you do!
- **Stop saying** negative things like “I’m not good at computers.” “I’m not good on the internet” “I’ve never succeeded in a home business before.” – If you keep telling yourself (or others) this, you will never succeed.
- **Instead say**, “I’m learning.” “I’m getting better.” “I am going to succeed no matter how long it takes me.”
- Do not try to convince others, don’t explain how this works, don’t go into details. Just get **excited** and **invite** them to see your ___ minute ___ second video! Let our videos do the explaining for you!
- **P/T**: Personally take **1 new person /day** (minimum) to your video webpage (see page 1). Once you do this 6 days in a row, then increase to 2/day then 3/day.

UPDATES

We will update this document from time to time to continually polish this script, document, training and tips.

So always look at the date in the lower right of each page to make sure you have the latest & greatest version!

We welcome your suggestions and input. We're not perfect. We make mistakes too. Plus we're open to additional ideas. Email your suggestions to us at:

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