

InCruises WARM Market Script

Hey {firstname}, how ya doin? _____ {small talk, family, work, friends, etc.}

Hey... **WANNA HEAR SOMETHING AMAZING?** _____

A Christian friend of mine in his 60s, joined this Vacation Membership Club, and get this he earned **OVER \$5,000 his FIRST month! ISN'T THAT AMAZING?** _____ **Wanna see it?** _____

-or-

A friend of mine in his 60s, joined this Vacation Membership Club, and get this he earned **MORE in his FIRST month, than he earned on any job in his life! ISN'T THAT AMAZING?** _____ **Wanna see it?** _____

Yes – Ok Great! Are you **at your computer** right now? _____
(If not, when will you?) **Take them to your website**

Take them to your **Lead Capture Page** and say “Under this video is a short form, just put in your real name, but for email put: fun@fun.com and phone put 1234567890 and **then** you will see the 3 min 50 sec video, ok? _____

Just watch a 3 minute 50 second video, and tell me **if you think I'm CRAZY OR NOT?** _____

No – No problem. Would it be ok to touch base with you from time to time, to tell you of my progress? _____

Note 1: Your *Lead Capture Page* is: www.vipcruisingclub.com/rejoicing but replace 'rejoicing' with your username. (TIP: test your link to make sure your name and phone number is at the bottom of the page)

(IF they are **NOT OK with the form say**) Don't worry, we also have it coded so that you just enter your first & last name, and for email put fun@fun.com and for the phone number put 1234567 and it will let you in, ok?

NOTE 2: If they ask, “What’s this all about?”

Answer: “If it’s ok, I don’t want to influence your opinion by influencing you before you see it. It’s only 3 minutes 50 seconds, ok?” _____

You can use your upline for 3 way calls. We love to help

Michael Lancto (EST) – 904-233-9285

David Husson (EST) – 954-588-6087

Bobby Rometo (PST) – 941-321-6106

Troy Van Dyke (EST) – 864-483-1400

How to handle: “Why would anyone CRUISE after this Coronavirus?”

There are 2 ways to handle this, but always start by **complimenting** them:
“That’s a great question.”

Make sure you study our Covid FAQ page:

www.savemoney911.com/covidfaq

Then, “My business partner was just talking about that, let me get him and see what he says.” **(3way call your sponsor of Michael)**

or

“Less than 1% of all Coronavirus cases have been on a cruise ship. The virus has spread by people flying on commercial airlines all over the world. No industry is doing more right now to prevent the virus than the Cruise lines. Recently an international investment group invested HALF a Billion in Carnival Stock, and Carnival also secured an additional \$6 Billion in funds. Royal Caribbean secured \$2.1 Billion in additional funds. Banks and investors would not put that much money into an unsafe venture.”

Note 3: If asked any question, reply with “I appreciate that question, but I would like to get your feedback WITHOUT my opinion influencing you. Can I count on you for 3 minutes and 50 seconds watching this video, then I’ll get you answers to any questions, does that sound fair?”

Note 4: It is important NOT to explain too much. Like the old saying goes “LESS is MORE.”

Note 5: Your main role is to sound HAPPY & TAKE them to your website.

Note 6: Sound CONFIDENT that this works, people do cruise free, and everyone is paid as promised.

Note 7: Not everyone will be interested. That's normal and fine. Remember not everyone liked or followed Jesus and he performed many miracles. Don't let a "no" or "rejection" discourage you. If you need to vent, just call Michael at 904-233-9285

Note 8: Every business will have a problem or a hiccup here or there. If you have one, contact us in your upline, we will help you, even if we have to call Hutch.

Note 9: **Two** people on our team were Membership Free on Day ONE and **MANY** are membership free in 30 days. We already have **29** people earn over \$500,000 per year residually, **12** over a million and **2** over \$2 million a year residually, **all in under 4 years**. This is worth your time and energy.

Note 10: Sometimes when you ask a prospect "Are you at your computer right now?" They will say something like "Just email it to me." Be polite and say something like "Can I say one thing?" ____ *"My friend that I was telling you about that earned {__} in his first month. He's earned multiple 7 figures working at home and he suggested I treat you with respect as a professional and I should do my best to TAKE you to our site rather than emailing it to you – so would it be ok if we just set a time when you will be at your computer to see this 3 min 50 sec video – then you can tell me if you think I'm crazy or not .. does that sound fair? ____"*

IF they refuse to give you time or they insist on your emailing it to them, THEN you have to agree to email it to them. However, please use an "email tracker" like www.getnotify.com or Chrome's "Cloud HQ tracker".

Note 11: Success is a learning progress. Anyone **CAN** learn **IF** you will plug in to all the training AND practice it over & over. Follow the success others have already proven. Don't try to re-invent the wheel. Success is not about perfection in your first 90 days, it's a learning progress day by day!!

Note 12: Even though you are calling your WARM market, you will still get voicemails. People are busy. But since this is a warm market person, the voicemail is a bit different. Do NOT give too much information on the voicemail. Just create curiosity so they will CALL YOU back. Like this:

“Bob, this is {your name}. I could hardly sleep last night. Call me back as soon as you get this. It will only take a minute. Call me at XXX-XXX-XXXX”

FINAL NOTE:

I often here prospects and partners say to me “I cannot talk to anyone in my warm market.” Many reasons (or excuses) are given like “I have already approached my warm market about other companies.” “They won’t be interested.” “I’m a member of the NFL – No Friends Left” or “After I am earning money, only then can I approach my warm market.” Etc.

First, most people’s warm market is MUCH LARGER than what they think. Please go to: www.rejoicing247.com/videos and in “Helpful Videos” watch **video #10**, so I can explain it in video.

For those who have approached their warm market for other companies, many of them turned you down because of the product you were offering, and they viewed it as a sales job. Or you yourself approached them in such a way that you explained products or comp plans so you showed them you were a salesman. **WE DON’T DO THAT!!!** Our script will show you how to **SOFTLY QUALIFY** any warm market person and they will not even know you are prospecting them. Then you only **INVITE** those who are qualified to see a 3 min 50 sec video. Super simple, fun and it works like magic.

REMEMBER, sooner or later your warm market is going to hear about InCruises. You don’t want them signing up with someone else. So, you can always preface your INVITE with “You may have zero interest in this, and that’s ok -- but I just want you to know WHAT I am doing and WHY. Then if at any time you have interest, or know someone who has interest – contact me then. Ok? Does that sound FAIR TO YOU?” _____