

ETL & HIGHER PROCESS FOR FOLLOWING UP W/ LEADS

Sorting: “Fishing VS Hunting”

1) Text prospect: *“Hey _____ ! My name is _____ and I was alerted you requested more info on working from home and making more money. I believe we have a mutual friend. What exactly are you looking for at this time and how can I help you?”*

Their response: *“well what is it?”*

2) Respond: *“Happy to see if I can help you. For starters what is your background and experience in?”*

Them: *“Customer service. Single mom. Need something from home.”*

3) *“Great. Do you have a few minutes to speak right now?”*

Proceed to get them on the phone. If not available, schedule a time as soon as possible.

Build rapport first. Then use script:

It is a work from home business. While __ (name of reference) _ is still working at _____ they are working with us for extra income on the side. As you may know they are doing it for __ (new IBOs reason why).

*It can be part-time or full-time, that will be up to you. Are you familiar with other home based businesses? Have you ever heard of “mary kay, pampered chef, avon, etc? **Well, this isn’t that;** we don't have any products we have to sell. What’s nice, and similar is you can set your own hours and work from where you like. Essentially we help people save money on their bills or shop for other services and for doing so we can get paid over and over when they pay the bill. It’s very similar to real estate. Do you know of anyone that owns properties and rents them out?*

We get paid the same way. How many people do you know that have wireless, tv, gas or electric or own a business? How often do you and them get bills? How long has that been going on for? Imagine getting paid for that long every single month! In addition to that, my favorite part is that whenever the bills get paid it feeds children right here in the United States. Do you have a pen so you can write something down?

The name of the company is called “Feeding America,” and through our campaign called Project Feeding Kids” whenever you help someone save not only will you get paid, but when that bill gets paid it directly delivers a meal to a child suffering from hunger. Isn’t that awesome?!

We also have a campaign where if you were involved you could get free energy and wireless in your house!

Obviously there is more info, but based on what was just shared does that sound like something you would want more information on?

Great! What does your schedule look like on _____ .” (Invite to PBR, sitdown, zoom presentation or online video.

FAQs:

“How much money can I make?”

Response: *How much money do you want to make?*

“How many hours do I need to work?”

Response: *“How many hours do you want to work?”*

EXPOSURE

*Do not confuse system with cold market and warm market. In an ideal scenario the correct order of options to expose a prospect would be 1) PBR or 2) BOM / SITDOWN or 3) ZOOM PRESENTATION / REP VIDEO. With cold market generally PBR is not an option.

COLD MARKET EXPOSURE: Plan is based on two things- whether the prospect is local or not, and how many days before the next local BOM (hotel event).

- **If Local:** Do sitdown presentation as soon as possible. If 24-48 hours before event and prospect is available, just invite directly to that event.
- **If Non- Local:** Use Zoom presentation or R E P Online presentation. Use the following correct steps to generate the biggest possible results:

Follow Steps 1-3 on previous page. Then:

4) Say to the prospect: *“Since you live in _____ and were not local, I do have an online presentation I can send you to understand everything. It's a little less than 30 minutes long- would you have time to review it today? Great. The only thing is it's password protected and time sensitive. Once I send it the password will eventually expire. If I send it right now can you definitely review or is there another day and time better?”*

Ok! I'll send it right over. Let's plan on speaking afterwards. Depending on how it goes, I'm actually working with the one of the top people in the company and would love to introduce you after. I'll call you within the hour.”

CREATE URGENCY TO VIEW ANY PRESENTATION OR YOU WILL LOSE THEM

After Zoom presentation or R E P viewed:

Answer questions, acknowledge hesitations, and create value for overriding that market and being one of the first ones to get started. Also, if available promote one of the top four spots being available or a potential business partner getting started that could be placed under them (**money spots**).

***TIPS:**

- If the lead doesn't respond to text, MAKE SURE YOU CALL them and go right to the script. Many times the prospect lists a non-texting number or simply doesn't text often.
- If no response via cell number, or no number is listed then send them an email. Include a picture image of Project Feeding Kids and Feeding America. Refrain from referencing AC N yet. Our goal is to get a full exposure set up.
- Email script:

“Hi _____! My name is _____ and I was notified you requested more info on working from home and earning additional income from my site. I'm assuming your inquiry was based on a recent Facebook post? I believe we may have a mutual friend. What exactly were you looking for at this time and what is your background in? I'm sure you can see we are super excited about our partnership with “Feeding America” through our Project Feeding Kids campaign as well.

I look forward to hearing from you and seeing if I could be of assistance!

God bless,

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(Feeding America & Project Feeding Kids logo available on www.RevEliteSupport.com)

