

The Invitation

The goal is to SHOW the business to everyone. They can't say no to looking.

Phrases that work while calling your list

I'm working on a NEW PROJECT.

Possibly the biggest thing I've ever done.

I'd like to run it by you.

When is the soonest we can get together/you can be in front of your computer?

Will you do me a FAVOR?

I need to show you something.

It's very important.

When is the soonest we can get together/you can be in front of your computer?

Have you seen what is going on here in our BACKYARD/NEIGHBORHOOD?

When is the soonest we can get together?

I just ran across a business concept that makes a lot of sense. I want to run it by you to see if it makes sense to you.

When is the soonest we can get together/you can be in front of your computer?

Will you do me a favor?

I respect what you've done in business and would like your OPINION on a new project of mine. It would really mean a lot to me to get your insight.

When is the soonest we can get together/you can be in front of your computer?

Inviting to a home/hotel overview

(Clear their schedule.)

What are you doing tomorrow at 7pm?

(If they are busy say that you will call them back. Don't tell them why you're calling.)

Now you can use one of the above invitations.

Calling business cards from your rolodex

My name is _____ and I just came across your business card and wanted to call and check in with you to see how business is going. How's business? Do you keep your options open to other business ideas? (If they say it depends or if they say yes...) Some local business owners here in the area are working together on a revenue sharing concept and I would like to run it by you. When is the soonest we can get together/you can be in front of your computer?

What is it?

It's too big to show you over the phone.
Trust me, I wouldn't waste your time.
When is the soonest we can get together/you can be in front of your computer?

It's revenue sharing.
Trust me, I wouldn't waste your time.
When is the soonest we can get together/you can be in front of your computer?

Making the appointment solid

Thank you, it means a lot to me.
Is there anything that you can think of that would keep you from being available at ... time?

What NOT to say

Make more money
Opportunity
Just check it out
If you would be interested

What NOT to do

Pass out the presentation DVD or website link
(Watch it with them!)