**

*TLC Training Script*

**Script #1**

Hello \_\_\_\_\_\_I need two minutes of your time. I would like to ask you a serious question. If the money was right and it fit within your busy time schedule, if an opportunity came along to make some serious income, would you be willing to take a look at it?

**Response:**

**Yes.**

**Respond:** GREAT!

Refer them to the 3 minute sizzle call or invite them to a presentation/ recorded live presentation.

**No.**

**Respond:** Well thank you. (Change the subject).

**Script #2**

Hello \_\_\_\_\_I need three minutes of your time. As you may know, I’ve been involved in several business opportunities. Some have worked and some have not and the reason I keep trying is….. (tell your story or share your **30 second** **WHY**)

I value your opinion and I would like you to do me a Huge Favor. Take a look at what I’m doing and evaluate it for me. I believe when you look at the opportunity, there will be three possible outcomes.

1. You see what I see and if that’s the case there is someone you have to meet.
2. It is not for you, that’s ok, but I want to ask you for some referrals which is another way you can support me.
3. You say **No** and you tell me you don’t even like me (**LOL**), that’s fine too, but this company is exploding through-out the Unites States. People you know are going to be telling you about it and I would regret seeing you get involved with someone else because I was afraid to share it with you.

**Script #3 (Cold Market)** Note: You just meet a person

IMP: Build the relationship first!! Become more INSTESTED vs. INTERESTING!

Hello \_\_\_\_how are you today? (Wait for a response)

**Response**: I am doing outstanding!

That’s great…my names is James, what’s your name?

**Response:** Stephanie

Stephanie, you have a powerful presence, has anyone ever told you this before?

I’m working with several talented individuals that are helping people live a healthier lifestyle when it comes to their bodies and bank accounts.

Do you have a business card? I would love to share some information with you.

**Note**: Ask them about what they do and ask them to talk about themselves (follow -up within 24 hours) build rapport (genuine rapport).

**Script #4 (Cold Market List)**

Hello may I speak to \_\_\_\_\_\_\_\_.

My name is (your name)\_\_\_\_\_.

We have not met directly, however someone you know named\_\_\_\_\_referred me to you. I’m not calling to sell you anything, but I asked them if they knew anyone who was serious, with a business mindset and a person with strong character. \_\_\_\_\_\_\_\_\_\_\_\_\_ spoke very highly of you.

I asked \_\_\_\_If it was ok to call you directly and they gave me your number. By chance do you have a couple of minutes right now?

**Response:**

**No.** Ask for a time to call back.

**Yes.** I represent a company called TLC and we are helping individuals impact their physical and financial health in a very profound way. I would love to share some information with you. May I please have your email address? (send video and TLC website along with video about parasites <https://vimeo.com/88201113>)

**Note**: Send info and follow-up within 24 hours

I Love My Life!!