

3 Step Plan Phone Approaches 618-355-7298

Basic Approach:

Hello, (prospect's name). This is (your name). (Friendly small talk.) Hey (prospect's name), let me tell you the reason I'm calling. I just started my own business with the 3-Step Plan Home business system you, may have heard of it over the radio. Anyway, I build my business by playing a 5 minute message to people over the phone. It doesn't matter who I play the message to, I just need to play the message to 5 people a day on the days I work. Actually the message is only 4 ½ minutes long, so can I play it to your right now? Great, hold on we will listen to it together and when it is over I will come back on the line and see what you think.

Approach for a friend that you have not talked to for a long time:

Hello, (prospect's name). This is (your name). (Friendly small talk.) Hey (prospect's name), let me tell you the reason I'm calling. I haven't called you lately, and you haven't called me, but I've just come across something that could help us keep in touch and possibly- make us both some money at the same time. Will you give me five minutes? (Wait for the answer.) .) I want you to hear a 4 1/2 minute phone message. It explains a system called The 3 Step Plan. I think you'll find this interesting. So hold on, we will listen to it together and when it is over I will come back on the line and see what you think.

Approach for someone you consider more successful than yourself:

Hello, (prospect's name). This is (your name). (Friendly small talk.) Hey (prospect's name), let me tell you why I'm calling. I consider you very successful with a lot of business sense. I have recently started a home business and I am working on my marketing strategy and I would really appreciate your input. Will you give me five minutes? (Wait for the answer.) I want you to hear a 4 1/2 minute phone message. It explains a system called The 3 Step Plan. I think you'll find this interesting. So hold on, we will listen to it together and when it is over I will come back on the line and see what you think.

Approach for someone equal to or less successful than yourself:

Hello, (prospect's name). This is (Your name). (Friendly small talk.) Hey (prospect's name), let me tell you why I'm calling. I just started working with the 3-Step Plan home business system. You have probably heard about it on the radio. Anyway I thought about you, and thought I would see if you were interested in making some extra money. Will you give me five minutes? (Wait for the answer.) I want you to hear a 4 1/2 minute phone message. It explains a system called The 3 Step Plan. I think you'll find this interesting. So hold on, we will listen to it together and when it is over I will come back on the line and see what you think.

Approach for a family member or a close friend:

Hello, (prospect's name)? This is (your name). (Friendly small talk.) Hey (prospect's name), I just started a home business and because you're my (relationship); I wanted you to know what I was doing. Will you give me five minutes? (Wait for the answer.) .) I want you to hear a 4 1/2 minute phone message. It explains a system called The 3 Step Plan. I think you'll find this interesting. So hold on, we will listen to it together and when it is over I will come back on the line and see what you think.

Approach for someone that you have called about other similar opportunities:

Hello, (prospect's name)? This is (your name). (Friendly small talk.) Hey (prospect's name), let me tell you why I'm calling. You know that I've tried several business opportunities in the past; well I still have the desire to build my own business. I recently came across something that is different; to build my business I just play a 5 minute message over the phone to people. I figured even I could do that right. Seriously, I really feel good about this. The message is actually only 4 ½ minutes long. Would you mind listening to it and give me your opinion? Great, hold on, we'll listen to it together and when it is over I will come back on the line and see what you think.