How To Call People On IBO Toolbox and Invite them to TLN Webinars

For contacting New IBO's...

Hi, is _____, there?

This is _____...

Hi _____, this is YOURNAME from IBO Toolbox, how are you today?

Two possible types of responses: **"I'm great thanks... how are you today?"** or **"I'm okay..."** without any engagement.

*Did I catch you a bad time? (if they say yes, set up a time to call back or use your best judgment to determine if it's even worth it)

*I'm fantastic, thanks for asking! I noticed that you just joined IBO Toolbox and I wanted to give you a quick call and say welcome to the community and see what I can do to help you get started...

Which business will you be promoting

while you're here?

Let them tell you which business they are promoting...

I've heard good things about _____, tell me more. What is about _____ that appealed to you?

I've actually been hearing quite a bit about that lately. Tell me more!

That's one I've never heard of... tell me more:

The object is to let them tell you about their business...

When they are done talking... say

"That all sounds amazing, sounds like you're happy with where you're at... but so I don't waste your time here, can I ask you a couple of quick questions based on what you just shared?"

Yes, or course...

How many sign ups are you averaging ever week?

If they say they're getting three or more sign ups per week say...

“congrats... that's great in comparison to what most people are able to produce. Would it be worth a few minutes of your time if I could show you something that can turn that into 7 to 10 per week?”

What you'll usually hear is... “**I'm not getting sign ups** every week.”

“I'm sorry to hear that... would it be worth a few minutes of your time right now/later today if I could show you a something that will help you start getting 3 to 5 sign ups in your business every week?”

When they say yes...

Invite people to the workshops so they can get their questions answered and see the solution to their problem in real time.

Or, set an appointment with them...

You say... *“I've got a couple of things I've gotta' done right now... can we talk in an hour or so?”*

If they they yes, set the appointment for that time...

If they say no, ask... *“Which works better for you then, late afternoon or early evening?”*

The appointment is run to qualify them to see if your business is a fit for them.

"have you got a pen and piece of paper handy?" **or tell them...** *"grab a pen and piece of paper so I can see if what we're doing is a fit for you."*

Before we get started, write down the amount of income on that piece of paper that represents financial freedom for you. Don't tell me what it is and be realistic.

Okay Bob... real quick. When you reach that mark... what does your dream house look like?

At anytime someone asks you "what is this all about?"

Just reply "_____, I don't want to waste your time so I just want to ask you a couple of questions to make sure that this is a fit for you."

One more... "what's the make and model of your dream car sitting in garage of dream home?" "What color is it?" "What type of interior does it have?"

Alright _____.... on a scale of 1 to 10, how bad do you really want that? Be honest... how bad do your really want it and what are you willing to do to make it happen?

Here's what I'm willing to do... ***some friends of mind and I***

are hosting a meeting tonight at _____, and I believe you'd be someone they'd like to connect with. Is 9 or 11 pm EST best for you?

Get their email address and send them the access info.

If yes... say "GREAT! If you don't mind my asking how many sign ups are averaging on a weekly basis?"

If no... “I'm sorry to hear that... would it be worth a few minute of your time if I could show you a couple of different strategies we use here and of Facebook to get 3 to 5 sign ups per week?”

How much does this cost? (share the workshops)

We host 11 free workshops per week where we share email marketing techniques, where to get find people who will take a serious look at your business, how to use Facebook to get sign ups, how to generate instant PayPal commissions, etc.

That's something that would help you get where you want to be with your business, right?

Alternative to get people directly to a TLN Webinar:

Would it be worth a few minutes of your time today if I could get you connected with some people who can show how to start making some real money with _____?

Collect their contact information, email address and keep a record of it so you can follow up.

If calling IBO Associates:

Hi _____... (little pause, wait for them to say yes)... it's YOURNAME... from IBO Toolbox... we're associates

there?

I just wanted to reach out, touch base and say hi... how are things?

The object here? Find out out things are going with their business?

What are you promoting these days?

Tell me more about that!!