How To Completely Dominate And Control IBO Toolbox

You're going to get the greatest results the fastest using the telephone...

Objective: Get people to a presentation

Task: Build a new lead sheet everyday by collecting the contact information from New IBO's, Associates and People I Don't Know.

Newest IBO's:

Hi, is _____ there? Hi _____, _____, calling from IBO Toolbox, how are you today? (wait for reply)

I was just doing some work in IBO when I noticed that you just signed up so I wanted to call and say hi, welcome you to the community and see what I can do to help you get started here...

***...which business will you be promoting on IBO?**

Associates: Use inflection!

NAME!!! (pause, wait for the YES)... It's YOURNAME (pause...) … from IBO Toolbox... (pause)... we're associates there?

I was just going through my associates list on IBO to see who's still alive and just wanted to reach out, touch base and say hi... how are things?

(wait for response then say...) Glad to hear things are going well for you.

How's _____ working for you?

(wait for a response)...

Tell me more about that !!!

People We Don't Know:

Hi, is _____ there? (wait for

response...)

Hi NAME, this is YOURNAME calling from IBO Toolbox... how are you today?

(wait for response...)

I just wanted to give you a quick jingle and let you know how much I enjoyed one of your recent press releases.

(most likely response... thank you, which one?)

Tell them which PR you are reading... compliment it, ask them about it and get them talking about themselves!

The Ultimate IBO Script...

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

Tell me more about that!

What do you want to know?

Tell me why _____ is the right fit for you?

Let them tell you about their business...

_____, based on what you just shared with me, I have a couple of questions... (wait for response)

Most will say... **SURE, or ask away!**

"I don't want to waste your time so I'm going to get right to the point and talk business with you for moment... that's cool, yes?"

Let's start with this... how many sign ups per week are you averaging in _____ right now?

(wait for a response)

The unlikely response is... **"well Rex, I'm actually getting a lot of sign ups in my business every week!"**

You say... *"congrats, always great to hear from the few who are crushing it out there. 3 to 5 personal referrals per week is way above to curb.*

So obviously someone who is getting 3 to 5 personal referrals

every week is going to be very interested in learning how to get 7 to 10, ***yes****?"*

*(**add on...** "because when other people tell me this, there are only one of two possibilities. Either they are getting that many personal referrals every week, or their just lying to me... you're telling me truth, right?")*

Most likely responses...

- I'm not getting sign ups in my business every week
- I'm getting a couple of sign ups per week
- Well, I just got started...

I gotcha... well, it would probably be worth a few minutes of your time, then, if I could show you a couple free strategies that will help you start getting 3 to 5 sign ups per week in _____, yes?

(wait for answer... most will say **YES** or **they may ask "how much does this cost?**)

If they ask about price say... *"Put your wallet away, I don't want your money, it's not my intention to sell you anything. All I'm doing is sharing a couple of things with you that WILL help you get at least 3 to 5 sign ups in your business every week... that's what you want, right?"*

When they say <u>YES</u>...

You say...

"have you got a pen and piece of paper handy?"

When they say yes... have them write down your name and phone number.

Cool... here's what we'll do. The easiest way is to do this is to send you a video that shares what we do to help you get 3 to 5 sign ups, or more, every week in _____ without interfering with what you are already doing.

When you've finished watching the video, **call me back because I have a free gift for you that's worth over $500**... this shares with you what to say to get people to sign up in your business everyday.

What I'm going to give you when you call me me back makes it easy to have 5 to 15 new people looking at your business everyday... cool?

Are you close to a computer right now?

If YES... send them the link to your presentation.

… ask “great... what's the best email address to send you the link to the video?”

NOTE: Stay on the line with them until you have confirmed that the email you sent has reached their inbox.

Once the email has arrived tell them... **“I'm going to hang up so you can watch the video now. As soon as it's done, call me back so I can show you how to get 5 to 15 people looking at your business everyday... talk to you shortly.”** … then hang up.

If NO... ask “how long will it be until you are in front of a computer?” (wait for reply...)

“As soon as you're in front of a computer, call me back so I can send you the details.”

When they call back after watching the video... you say... “_____, I've got one question for you... are you ready to get started with a winning team?”

When they say YES, go sign em' up!

If they say NO...

You say... ***“no problem... thanks for taking a look, that***

part isn't for everyone. But, as I stated earlier, I have a gift for you valued at over $500 that, when you use it, will easily generate five or more sign ups in your business every week.

Do you want to do go over this now, set up a time for later today or first thing tomorrow morning?"

<u>Your free gift to them is a consultation</u> on The Ultimate Script... and run through of how it works, and a copy sent to them via email.

If they ask you... "are you promoting TLN from the video?"

You say "Yes... but I know that you're not interested in that and it's best for us to focus on how to start getting you sign ups in _____, so let's continue with that."

If they persist, wanting to know more about YOUR business...

You say, "_____, *with all due respect, you told me that you weren't ready to get started with a winning team. So I'm going to ask you one more time...* ***and if***

you say no... *then we're not going to talk about my business anymore."*

When calling people on IBO about a business opportunity that is NOT related to the home business niche, here's a good approach.

<u>Expanding in your area</u>:

Hi, is _____ there? This is _____ calling from IBO Toolbox, how are you today?

I'm calling because our company is expanding in your area... $1000 dollars per week in your spare time without interfering with what you are already doing?

Who do you know who wants to make some extra money right now?

<u>Million Dollar Question</u>: (for calling associates)