

3-Part DVD, Video System

BE CONSISTENT FORM FOLLOWS FUNCTION EXPOSE BUSINESS QUICKLY

STEP 1

- ☐ **Possibility List**
- ☐ **Book 16, 40-minute appointments/month (4/week)**
- ☐ **What do you do?**
Help people establish a business out of their home, part time, and flexible hours...
- ☐ **What is it?**
MA is a 12-year old product brokerage company...I believe it is positioned for explosive growth for today's economic environment.

STEP 2 40 MINUTE OVERVIEW

- ☐ **DVD, Small Flip Chart, Sharpie Pen and Prospect Questionnaire**
- ☐ **Watch DVD (ability to stop and dialogue)**
- ☐ **Small Flip Chart (Answer questions, make points)**
- ☐ **Prospect Questionnaire (attached)**

STEP 3 DETERMINE INTEREST

- ☐ **If none...Next!**
- ☐ **If yes..."I'll bet you know a few people that come to mind that you think may have an interest like you do"**
- ☐ **Book Appointment (3-5 days to invite them to evaluate the business to see if there is any interest) reaching their network.**

STEP 4 INVITE 10

- ☐ **Evaluation Technique "I value your opinion...would you be willing to help me to evaluate this business opportunity?"**
- ☐ **Repeat Step 2**
- ☐ **Instead of small Flip Chart, use big Flip Chart**

STEP 5 INVITE 10

- ☐ **Evaluation Technique**
- ☐ **Repeat Step 3**
- ☐ **"I'll bet you know a few people..."**

STEP 6 SEVEN STRONG

- ☐ **Process continues until you have 3 on your left and 3 on your right**

STEP 7 GROUP SIGN UP