

# WEALTH INSTITUTE INC.

[www.wealthinstituteinc.com](http://www.wealthinstituteinc.com)

## **INVITING SCRIPT**

### **1. Do you look at other ways of making Money?**

Hi \_\_\_\_\_. Do you have a minute? (Wait for response)

*Do you look at other ways of making Money?*

### **2. Insert YOUR Why. WHY you are doing ACN.**

(To get out of debt, start a college fund; retire a parent/spouse, etc.)

I looked at my situation and I realized that doing what I'm doing right now is not going to get me where I want to be in the next 3-5 years. So I started looking for something.

### **3. New Technologies**

I've found a company that deals with New Technology & Energy.

### **4. Edify Speaker**

And I've met an individual named \_\_\_\_\_ who is expanding his business in our area, and having tremendous financial success; this person is going to be at my house at date/time to show me and a small select group of people exactly what he is doing. Can I put you down as coming?

### **5. Confirmation Call**

Someone from his/her office will be giving you a call just to confirm the appointment.

**Confirmation List needs to be given to the presenter no later than 24hrs prior to the meeting:** Name of Guest, Cell Phone #, Occupation, Relation to you and Your Address

### **For ALL Questions:**

**Answer:** I don't know all the details, but here is what I do know. She/he will be over at my house at date/time to explain this business to me and you. The reason I was calling you, was to help me evaluate it. Can I put you down as coming?

**-For ALL "A" LIST** contacts or someone who has done Network Marketing before, read script, then 3-way them on with the presenter.

**Note: Do not call your contacts without first role playing with your mentor or upline ETT.**



### **PBR Checklist**

- 1."ACN" DVD Ready
2. Phones off the hook
3. Cool room temperature
4. Kids in bed/with babysitter
5. Pets outside or someplace quiet
6. Refreshments (NO alcohol), Light Snacks
7. Sign in Sheet
8. Pens & Clipboards/something to write on
9. Documentation on the table: Success From Home, ACN DVDs, etc
10. 3 Forms on Clipboard: 1-10 Overviews **IN COLOR**, IBO Agreement and Training Flyers
11. Customer Surveys
12. Upbeat Music Before & After the Presentation

**\*\*\*\*\*MOST IMPORTANTLY, BE EXCITED and HAVE FUN!!!\*\*\*\*\***

**NEW Sunday Night Call - 8:00PM EST 518-530-1840 Pin 368712453#**