

Voice Mail Greeting and Messages

VOICE MAIL ANNOUNCEMENT:

"You have reached the offices of [your name] and Solutions4AntiAging. Please leave your name, your number, and the best time to get back to you at the sound of the tone. Make it a great day!"

VOICE MAIL MESSAGE TO A FRIEND:

[Name], this is [your name], my number is [say your number slowly]. Listen, I have some news! Call me as soon as you get this message, it's important. Again, my number is [say your number slowly]. I'll look forward... to your call!

TO SOMEONE YOU KNOW BUT HAVEN'T SEEN/TALKED TO IN A WHILE:

[Name], this is [your name], my number is [say your number slowly]. Long time no see! Listen, I'm working on a project that I think might... hold some interest for you. Call me as soon as you get this message. Again, my number is [say your number slowly]. I'll look forward... to your call!

COLD MARKET MESSAGE:

[Name], this is [your name], my number is [say your number slowly]. We do not know each other yet, but your name and number came across my desk this past week in regards to a project that I am working on that I think might... hold some interest for you. Call me as soon as you get this message. Again, my number is [say your number slowly]. I'll look forward... to our conversation!

"Elevator" Word Tracks

I am a business owner and a partner with a skincare company.

I am an investor in new technology in the anti-aging field.

I am a business owner and investor in beauty devices.

I recently became a shareholder in an international company.

I am an entrepreneur and work hand and hand with a global anti-aging company.

I am business owner and partner with a global enterprise that nourishes children and helps adults feel better from the inside and on the outside.

I am business owner and an investor in cutting-edge anti-aging technologies.

I just invested in a new computer with a patented microchip that iron wrinkle from people's skin.

I am business owner that consults with Nu Skin. It has been amazing for us. As a business owner, we enjoy the benefits of extremely low overhead, leveraging the trained customer service department, having a full service-shipping department, and well-researched and solid products that work.

We are business consultants with Nu Skin. Based on the business they have helped us create, we are now managing and training teams, teaching people how to start a profitable business. Once the team becomes profitable, we are paid generously for our experience and time, and the client benefits from the amazing products they love. It's a true win-win.

I just acquired the rights to an amazing beauty computer from Europe.

I just became an investor in a global company that has patents on the Ethocyn serum. "*What is that?*" We have one of the top Biochemists, Dr. Chantal Burnison, who has invented an enzyme that is plant based and can take the elastin content in your skin back to the levels of an eighteen year old...would you like to see it?

As business owners we have invested in a "cash machine" for less than \$2,000 which is pumping cash to our business every month whether we get out of bed or not.

We have recently opened a business that sends us "mailbox money" so we can have stability in this changing economy. We are so grateful we found it. So how is your business going?

ONE TWO THREEWAY WARM MARKET INVITING & RECRUITING SCRIPT

Let us start with the goal in mind. Our goal is to get the prospect in front of a professional presentation that will describe our business, with an open mind... and follow the proven **1-2-3-way PROSPECTING SYSTEM**. You will succeed. It employs the concept of multiple voices. Also, remember to repeat their name a few times in the script. This helps to keep their attention and interest. (_____) = The Prospect's name)

1 = Clear the Time, Qualify and "Sizzle" the Project and Invite to listen to a 25 minute "Conference Call/Project Overview.

2 = Expose the Prospect to Professional Presentation = 25 minute LIVE or Recorded Conference Call, LIVE Project Overview in their area or Web Cast.

3-Way = A Senior Partner Three-way Call immediately after and from then on until Prospect signs or declines.

"Hi, _____ this is _____ is this a good time or a bad time? (Yes) (Clear the Time) Great!" (Warm up with F.O.R.M. F.O.R.M. = Family, Occupation, Recreation, Money. These are great warm market conversation starters. "How are your kids? How is work? Have you been playing any tennis?") "I actually only have a minute between phone calls myself. I want to catch up on personal things, but the reason I called has to do with business."

(ESSENTIAL): "Before I go on, I just need to ask you one question, because I do not want to waste any of your time, or mine ..."

ONE TWO THREEWAY WARM MARKET INVITING & RECRUITING SCRIPT

If... there was a significant amount of money on the table... Do you ever keep your eyes open for projects outside of what you are currently doing, or not?" (QUALIFYING QUESTION)

(Yes) "GREAT! Can you tell me why? What would cause you to be open right now? What do you love most about what you do? What do you like least?"

(ANTIAGING Focus) "_____, I am working on a project with a company that I think *might* hold some interest for you. We are a \$1.2 Billion ANTI-AGING company and are launching a new device technology here in ("Their City") that has HUGE potential.

We have over \$200 Million invested to date in this project and it is the HOTTEST rage out of Europe! It's a hand-held unit that can take 10 years off the face, it can literally *erase* the lines and wrinkles in 12 *minutes*... with no needles, no surgery... no pain!"

"The best part is... we have the *exclusive*, global rights to the patents! The domestic potential *alone* is in the billions and we *dominate* our market space!"

(SCANNER Focus) "I am working on a project with a company that I think *might* hold some interest for you. We are a \$1.2 Billion company and are bringing a new technology to market, that for the first time in history can measure your Antioxidants and Immune system... immediately and without blood or urine.

ONE TWO THREEWAY WARM MARKET INVITING & RECRUITING SCRIPT

Analysts are projecting that every Health Professional will eventually have this technology.”

“The best part is... we have the exclusive, global rights, to the patents for the next 19 years! The domestic potential is in the *billions and we dominate our market space!*”

“We’ve developed a simple Two Step Process, _____ to get you the information you’ll need to make an informed decision.”

“First, I want to give you a Web site. Do you have a pen? (Yes) It is (choose only one) www.Solutions4AntiAging.com or www.AgelessWay.com or [www.\(username\).NSEDreams.com](http://www.(username).NSEDreams.com) www.HCPScanner.com

“The second step is we are hosting a Conference Call where one of the Senior Partners will explain the entire project.”

“The call is about 25 minutes long and will answer 95% of your questions logically and in sequence. Can you block 25 minutes at ___:___ AM/PM listen in?” (Yes*) (No**)

- A LIVE Call of your choice
- Karen Johnson & Denny Pretz Recorded Anti-Aging Call 512-703-6701, 30 minutes
- Alan Nagao Galvanic Spa Call 641-715-3468 PIN 214595#
- Eric Karlen & Karen Johnson Recorded PHARMANEX/NSE Scanner Call at 512-703-6702 Option #2, 25 minutes
- Jeff Mack Recorded ANTIAGING Call 20 minutes
- 1-800-487-1155
- Jeff Mack www.MaxCast.com/NSEOpportunity
- Karen Johnson, Dr Joe Chang & 4 Doctors HCP Recorded Scanner Call, www.HCPScanner.com under “Bio-Scan Presentations”

ONE TWO THREEWAY WARM MARKET INVITING & RECRUITING SCRIPT

***"**Great. I will call you about 5 minutes before hand and three-way you in, so you won't have long distance charges."

"What number is best to reach you on at that time? __-____. Now, did you write this time down, _____? I won't get your voice mail will I?" ☺ (No)

"Perfect. I look forward to your feedback. If you can go to the Web site before hand, it will help you understand how *huge* this really is! I'll talk to you then. Bye."

****"**_____, I have some great news! We have a "Plan B". We are going to replay it at __:___ AM/PM. Can you make that happen? (Yes.) Great! I'll call you then."

(No***) "No problem. We have actually have a "Plan C" in place. We archived a recent Call. When *can* you schedule 25 minutes to listen to it? Can we do it right now?" (No)

"Why don't we do it this afternoon at lunch time, or tomorrow before or after work?" (Set the appointment) "I'll call you at __:___ AM/PM."

"What is the best number to reach you on? __-__-____. Now, you did write this time down, _____? I won't get your voice mail will I?" ☺

Great! We have a limited amount of incoming lines for the call and I just want to be sure this works in your schedule. I will look forward to your feedback."

ONE TWO THREEWAY WARM MARKET INVITING & RECRUITING SCRIPT

IF the prospect starts to ask, questions say the following:

“Great question, _____. Would you jot it down? As I mentioned, literally 95% of your questions will be answered in logical sequence on the call. So hold that thought and we will deal with any and all questions you have after the call is over.”

Note: We recommend that you personally three-way the prospect in to the calls. If you are Part-Time or have another conflict, you will give them the number. Get a “Clear & Definite Future” commitment/appointment when they will listen. This is fine. Just make sure to tell them that you will call them a few minutes before to confirm that they will be on the call. Enter both pre-call and conference call into your calendar or palm device.

This next Step is the MOST Important. Schedule a Senior Partner to be standing by for a three-way right after the call. Please do NOT telegraph that a third party will be on the line to the prospect.

Immediately start calling your Validation Partner(s)/ Three-way List to set up a 3-way call with the prospect (Can be direct Senior Partners, Cross line, or Downline). Leave messages on all their voicemails. Go with the first available partner.

“I have prospect on a call at __:__AM/PM Time Zone and I will need a Validation Partner three-way at __-__AM/PM Time Zone. Please get back to me ASAP to confirm or deny availability.”

This is the “3-Way” in the “1, 2, 3-Way System”, with a Senior Partner to help you handle questions, set up follow up and close when appropriate.

ONE TWO THREEWAY WARM MARKET INVITING & RECRUITING SCRIPT

INTRO TO VALIDATION PARTNER AFTER CALL

Before the call, tell the prospect, “I will hang up to clear the line after the call and then call you back to brain storm.” Call the VP FIRST, and *then* call the prospect back and say...

“(Prospect), earlier today I was talking to one of the Partners and he/she offered to brainstorm with us after the call.

(Prospect), this is (VP) _____ he/she is one of the most respected people in the Company (**edifying description**). (VP) _____, this is (Prospect).”

LISTEN AND TAKE NOTES. Do not interrupt!

ONE TWO THREWAY WARM MARKET INVITING & RECRUITING SCRIPT

3-WAY CALL AS SENIOR PARTNER

ESTABLISH RAPPORT –

“It is nice to meet you _____. (Rep) said some *wonderful* things about you, so I offered to help brainstorm how we can launch in your area. Before we start, could you give me just a thumbnail sketch of your background? What do you love most about what you do and what do like least?” (Gets them talking about themselves.)

ASK WHAT CAUGHT THEIR ATTENTION – discover their “Hot Button” FOCUS ON THAT – LET THEM TALK

“_____, tell me what part did *you* like *best* about what you just heard....” **Optional** “From what you just heard, which part did *you* feel was most compelling/exciting/interesting?”

“EXACTLY, I completely agree that is one of the best parts about the project.” **ANSWER QUESTIONS** – “_____, do you have any questions about how we do, what we do or how to get started? Use questions to re-sell the highlights of the project, i.e. the Monopoly/Exclusivity, Timing, Money, Market Share, Scientific Infrastructure, Product Quality, etc. and to **BUILD TRUST**.”

INVITE THEM TO JOIN – “Scale of 1 to 10 Close”

After answering a few questions, “Can I ask you a sincere question, _____ ? **Wait for the answer.** On a scale of 1-10, 1 you *never* want to hear from us again ☺ and 10 you are ready to get started today/tonight, where would you gage your interest?”

ONE TWO THREEWAY WARM MARKET INVITING & RECRUITING SCRIPT

SCALE OF 1-10

6+: “GREAT! I tell people if they are a 7+ they are in and all of the rest of their questions will be answered in training. Is there any reason we can’t call customer support and get you started right now? It only takes a few minutes! What additional information do you need to move to say an 8 or a 9, and come on board? What additional questions do you have that I can answer for you? ”

5-: “Sounds like it is not for you, am I right or wrong? (Wait for the response. Some are just not quick to indicate interest.) (Right) “Who do you know who might be looking for their next financial home run? Do you have a sister, husband, neighbor who might be open? Whom do you know in the beauty or glamour industry? Who is the most successful entrepreneur you know? Who is your realtor? Who is the best sales person you know?”

BE SURE – to validate and edify the rep during the call. “You know you could not be in better hands than with (_____)” Rep

After the first SP Three-way, most prospects usually are *not* a 9 or a 10 but a 6+. Additional information and thought is required to make a commitment. Remember, this is a “Relationship Building Process” not a “Sale.”

“_____, we realize that for most, this is the first step in an information gathering process. Between more information on the Company, the Technology and Products or how the Money is made... which of those is most important to you?”

ONE TWO THREEWAY WARM MARKET INVITING & RECRUITING SCRIPT

“Perfect! The next step for you is to review our Web site. Do you have a pen? Great. Everything a potential representative needs to know about the project is there.” (The VP will decide what info, usually on a Web site best fits the Prospects needs)

“We’ll send it (the link) right away, can you review it later tonight or would tomorrow be better?” (Tomorrow)

“Great! So that we do not have to chase each other, would morning, afternoon or evening be best for you to chat next? Afternoon. OK, is 2 or 4 PM best? 4 PM. Perfect... talk to you then.”

This is called a “CLEAR & DEFINITE FUTURE.” This means, You NEVER leave a conversation with a “Prospect in process” in person or on the phone... without a DEFINITE appointment... in your calendar and theirs... when you will talk next, to discuss their feedback (WITH a Senior Partner on the phone first).

CLEAR THE LINE

Saying **“CLEAR”** is also a code to the Senior Partner that you have “cleared the line” on a land line and released the connection with a prospect, by pushing the flash button twice or more to secure a DIAL TONE, after the prospect has hung up. In order to clear a cell, you must hang up and call back.

ONE TWO THREEWAY WARM MARKET INVITING & RECRUITING SCRIPT

CLEAR THE TIME

Again, this means to clarify that your prospect has a couple of minutes to talk at the very *beginning* of a conversation. It is recommended to “Clear the Time” on *all* calls, it is good phone etiquette.

The Prospecting Process from this stage forward simply loops back again, and again, with a Senior Partner. The objective is for the SP to “REV THE PROSPECT UP AGAIN” by referencing the information that was reviewed and building upon it and then closing again.

Always have a Sr. Partner on the phone before making the first the follow up call to the prospect. It is also recommended that when possible a different or new SP is utilized at each step thus using the power of “Multiple Voices”.

If more information is required it is sent and a follow up scheduled, until a definitive yes or no is achieved. Most reps require 3 to 5 conversations before coming on-board.

**ONE TWO THREWAY WARM MARKET INVITING &
RECRUITING SCRIPT**

GALVANIC DEMO INVITING SCRIPT

“Hi, _____ this is _____ is this a good time or a bad time to talk? (Good) Great! (Warm with F.O.R.M.) I want to catch up on personal things but I actually have some news.”

“I have become a representative for a \$1 Billion AntiAging company. We are launching a new technology here is _____ that has HUGE potential. It is a hand-held device that can take 10 years off your face in 10 minutes! It is the *hottest* rage out of Europe; THEY CALL IT THE “Wrinkle Iron”! It is painless and the results are *immediate!*”

“As part of my training I need to schedule 5 Practice Demos, in the next 72 hours. When can I come over and demonstrate it for you? It only takes about 30 minutes, total. Can we do it today or would tomorrow better for you?”

OR

“I am attending a special training on _____ day/night/tonight at __:__ AM/PM and I *need* to bring two models. Will you help me out and be my model? Can you bring a sister/brother or friend?”

Perfect! I’ll pick you up. **OR** Let me give you the address... Now, I can count on you _____, right? Awesome! See you there. ☺

Galvanic Launch Call Script

Hi (Name), it is (your name). Is this a good time or a bad time? **(Clear the Time) (Good time) Great!** **(Warm up with F.O.R.M. F.O.R.M. = Family, Occupation, Recreation, Money. These are great warm market conversation starters. “How are your kids? How is work? Have you been playing any tennis?”)** “ I actually only have a minute between phone calls myself and want to catch up on personal things, but the reason I called... has to do with business.”

The *Elite* Company in global ANTIAGING has asked me to help put together a Team to bring the hottest new device out of Europe to the U.S. and to (“Your City”). The domestic potential is in the Billions and we *dominate* our market space.

Imagine this... we have a hand held device that in 10 minutes that can erase lines and wrinkles off your face! No needles, no surgery, no pain. I want you on the Team, (Name). We have a two-step process to get you the information you need to make an informed decision.

Do you have a pen? I am going to give you a Web site. www.Solutions4AntiAging.com **(or any other you wish)**. Can you read that back to me? Perfect.

The second step is one of the Senior Partners is going to do a 25-minute conference call to go over the details on ____ day at __:__ AM/PM. 95% of your questions will be answered logically and in sequence. Can you join us and listen? **(*C&DF) (Yes)** Here is the number XXX-XXX-XXXX PIN XXXXX.

I will call you 10 minutes before just to remind you.

We have a limited number of incoming lines, _____. So this time will definitely work for you, won't it? **(Yes)** Great. I just wanted to make sure. Bye.

***C&DF= Clear and Definite Future = an appointment in your calendar and theirs.**

Before the call, tell the prospect, “I will hang up to clear the line after the call and then call you back to brain storm.” Call the VP FIRST, and *then* call the prospect back and say...

Time Management- Week of / /							
	Sun	Mon	Tue	Wed	Thur	Fri	Sat
Time							
7:00 - 8:00AM							
8:00 - 9:00AM							
9:00 - 10:00AM							
10:00 - 11:00AM							
11:00 - 12:00PM							
12:00 - 1:00PM							
1:00 - 2:00PM							
2:00 - 3:00PM							
3:00 - 4:00PM							
4:00 - 5:00PM							
5:00 - 6:00PM							
6:00 - 7:00PM							
7:00 - 8:00PM							
8:00 - 9:00PM							
Goal Daily Dials							
# Dials							
# Contacts							
# Messages Left							
# Not Interested							
# Demos Booked							
# 30 min							
# 3ways							
# LOIs							

	NAME	PHONE	COMMENTS	DATES FOR FOLLOW UP
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				