



The 4-Step Invite

1. BE IN A HURRY

Successful people are in a hurry, so being in a hurry conveys your success. **Tell** the person you are calling that you are in a hurry. Have urgency in your voice. Don't take time for chit chat.

“Hi (their 1st name), this is (my 1st name). I don't have a lot of time right now.” OR “Hey, real quick ...”

2. CLEAR THE DATE

You only want to play if you can win. When you clear the appointment time before you ask for the appointment, you know if you can win. If they are **not** available, thank them and **end the call**. You do NOT offer another time or date during this call.

“What are you doing at 6:30 Friday night?”

If they have plans...

“Hey, thanks. I'll talk to you later, I've gotta run. Bye.” Then hang up.

If they say they **don't** have plans, YOU WIN! **ONLY THEN** do you go on to step #3

3. GET EXCITED! - Something you've got to see

Tell them, (don't ask them) that you have something they have GOT TO see. BE excited, and let the excitement come through in your voice.

“Great – I've got something you've GOT to see!”

4. CONFIRM THE TIME

To make sure there is no confusion, you need to confirm the appointment. As soon as you have confirmed the appointment, thank them, and get off the call.

(If you are planning to pick them up for the meeting...)

“I'll pick you up at 6:15 on Friday. Hey, I've gotta run. See you Friday.”

(or if you are planning to meet them there...)

“Awesome. Grab a pen for the address. (Give them address & directions – always best to pick them up!) “I'll see you at 6:30 pm on Friday. Hey, I gotta run. See you Friday. Can't wait!”

Then hang up.



Points to Remember

- You are in a hurry
- Don't answer questions
- Be excited!!!
- Tell them, don't ask them – no begging
- Each call should take only 45 seconds.
- Only play if you can win.
- You've got something they HAVE to SEE – this is WorldVentures – This is a way that you can have extra income, residual income, time freedom, create relationships, work from home, work from anywhere, create lifetime memories, have more time with family, have personal development, have huge tax benefits, help other people, make new friends, save on travel, have fun, gain financial freedom, see the world, DreamTrips, security, reduce stress, get your life back, work on your schedule, have a personal assistant, have someone else pay for your car and house, travel for free, perform on stage like a rock star, be recognized for your accomplishments, be mentored until you win, be lifted up when you're down, pursue your dreams, live full time, make a living. . . living!, and so much more. You don't say all that, you say "I've got something you've got to see!" like you're saying all that!
- If you are inviting to your dot-biz site, do NOT give them the site until you call back at the appointed time.
 - **"Hey John, this is Andrea. Real quick, what are you doing at 3:45? (nothing). Great, I've got something you've GOT to see. Be at your computer at 3:45, and I'll call you back then. I've gotta run. Talk to you at 3:45. Bye." Then hang up.**
- Remember you are just setting the appointment, inviting – not presenting.
- Stand up and walk around when you make calls – you give off more energy that way.
- SMILE when you're on the phone! (People can hear it in your voice!)
- Don't give in to the temptation to answer questions – when they ask "What is it" – you say **"It's something you've GOTTA see!"**
- Don't wait till the last day, invite at least 2 people every day. If you are serious about having guests, you keep going each day until you get 2 yeses!

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