

What Do You Text to Your Prospect?

(Text #1 **COLD MARKET-LEADS**)

Hi _____, I understand that you are looking for a way to make money from home. If I send you a link to a 5 minute video, would you watch it? Your name, your phone number

(Text #1 **WARM MARKET-FRIENDS/FAMILY**)

Hi _____, I found a way to earn additional income from home without interfering with my job (or business). Would love to get your thoughts on it! If I send you a link to a 5-minute video, would you watch it? Your name, your phone number

When they say yes to text # 1, enter them into Prospect by LegalShield and then immediately send them text # 2)

(Text #2)

OK _____, I just sent you an email. It will come from (whatever name you have listed in Prospect by LegalShield) and will include the information. Text me after you watch it, ok? Your name, your phone number

As soon as they click on the link and ACTIVATE Prospect by LegalShield, go in to your Prospect by LegalShield app, (preferably on the computer but can be done from your mobile device) and click on Resources. Scroll down to the description (14:12 Great Work Plan) and send them that resource via email and/or text. Then send them text #3.

(Text #3)

Ok _____, I just sent you another email. Please watch the 14 minute video for a more detailed explanation of who we are and what we do. If you like what you see, text me back, ok? Your name, your phone number

Next, call your prospect. Engage in a conversation:

FORM: Family, Occupation, Recreation, Motivation, Fun

Eventually it will lead into questions... Your answer is this... **"This Next Step Is"...**

I need to introduce you to one of my mentors/business partners/team mates/etc.

Edify that person & Schedule A Time for that Follow-Up Call

AND Send them Text #4

***They will help invite them to the next best step in the exposure process for that person ie. Live event, Luncheon, etc.**

Especially if they you know they might not be able to make it out to an event for some time, offer to send them a detailed overview of our Company, Services, Compensation and Business Opportunity by sending them text #4.

(Text #4)

_____ you can watch this video that will show you in detail who we are and what we do as an A+ Rated company by the Better Business Bureau. www.WeHelpPeople.info

Then watch this video and it will tell you about our Business Opportunity, our Compensation plan, and our FREE BMW car program.

www.TimingIsEverything.us

Each video is only about 15 minutes. Thank you. Your name, your phone number

These Might Change as you get more experience, but would recommend you use for now.

This is the next step....

Call your prospect (even if you don't hear back from them) Have a brief, but friendly conversation with them and ask, "So what interested you the most about the information your saw."

Do a three way call and make sure you ask these questions:

1. So do you see an opportunity for yourself?
2. Is there anything else you need to know before we get started together?
3. Great, so how would you like to activate your business with a check or a credit card?

Get them on your website and enroll them.

****Always remember the importance of having a 3 way call with your Leader.***

Voice Mail Message-COLD MARKET LEADS

Voice Mail if no answer:

Hi _____ my name is _____. You've may have already received other phone calls, so I'll keep this short and simple! Your name came across my desk as someone who requested information about making money from home! So because I'm not able to talk to you, I sent you a text which includes my name. So if you can please review the text I would be grateful. Thank you and we'll talk soon!