

SAY THE **RIGHT THING** TO  
EVERY PROSPECT



**PROFESSIONAL  
INVITER  
DIGITAL**

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**TIM SALES**

***Professional Inviter Transcripts***

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# QUICK REFERENCE GUIDE

## Inviting Formula Directory

	Audio	Transcript
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Qualify	Module 3, Part 6	pg. 76
Invite	Module 4, Part 1	pg. 103
Handle Questions And Objections	Module 4, Part 4	pg. 114
Close To Action	Module 5, Part 4	pg. 164
Follow-Up And Follow-Through	Module 6, Part 1	pg. 177

## Live Call Directory

### Greet

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Madison	3	4, 1:38	pg. 69
Ben	3	5, 1:01	pg. 73
Nadira	3	5, 2:02	pg. 74
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Joel	3	7, 4:46	pg. 82
Ruth	3	8, 6:44	pg. 94
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Heather	7	5, 0:00	pg. 237
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Ken	7	5, 1:38	pg. 238

### Qualify

Lead Name	Module	Part/Time	Transcript
Madison*	3	7, 1:38	pg. 80
Joel**	3	7, 4:46	pg. 82
Nadira	3	8, 2:29	pg. 90
Ruth	3	8, 6:44	pg. 94
Yen	3	8, 9:50	pg. 97
Vincent	4	3, 0:30	pg. 109
Tisha	4	7, 0:30	pg. 127
Catherine	5	1, 0:17	pg. 141

\*Madison's Qualify call includes an example of "control the conversation"

\*\*Joel's Qualify call includes an example of how to "get below the surface"

# P R O F E S S I O N A L I N V I T E R

## Invite

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Tisha	4	7, 0:30	pg. 127
Catherine	5	1, 0:17	pg. 141
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## Close To Action

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Catherine (Didn't watch DVD)	7	2, 4:31	pg. 228

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Catherine (MLM & Sales objections)	5	1, 0:17	pg. 141
Lynn ("Not interested" objection)	5	2, 3:50	pg. 160
Madison ("What is it?" & Training)	5	6, 0:00	pg. 171
Tisha (Negative perception of MLM)	6	2, 2:23	pg. 181

## Scripts Directory

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### Greeting Scripts

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Scripts To Answer "I'm too busy."	4	6, 1:26	pg. 124
Scripts To Answer "Is this sales?"	4	8, 1:04	pg. 135
Scripts To Answer "Is this MLM?"	4	8, 4:52	pg. 136
Scripts To Answer "Is this a pyramid?"	5	2, 0:00	pg. 159
Scripts To Answer "I'm not interested."	5	2, 6:43	pg. 163

### Close To Action Scripts

	Module	Part/Time	Transcript
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**Follow-Up Scripts**

	<b>Module</b>	<b>Part/Time</b>	<b>Transcript</b>
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Scripts For Leaving Messages	7	1, 0:41	pg. 225
The "Final Call" – Cold Market Prospect	7	1, 2:14	pg. 226
The "Final Call " – Warm Market Prospect	7	1, 2:32	pg. 226

## VALUABLE TRAINING TOPICS

Look for the ★ in the left margin of the page indicated to easily locate the training topic.

### MODULE 1: Inviting Basics

- Making lives better – the #1 job of a network marketer  
*Reference: Part 2, 0:00 or Transcripts pg. 15*
- Selling versus Communicating  
*Reference: Part 3, 0:00 or Transcripts pg. 18*
- Learning how to communicate without changing “you”  
*Reference: Part 5, 0:00 or Transcripts pg. 21*
- Practicing with Buckshot - how Tim developed his communication skills  
*Reference: Part 7, 0:00 or Transcripts pg. 25*
- Wrestling and the Double-Leg Takedown - and the most important skill you need in network marketing  
*Reference: Part 10, 0:00 or Transcripts pg. 31*
- Discipline – and why it’s important to your success  
*Reference: Part 11, 2:23 or Transcripts pg. 35*

### MODULE 2: Communication Qualities & Phone Tips

- The best way to learn the 10 Communication Qualities  
*Reference: Part 4, 8:15 or Transcripts pg. 47*
- What to do when your prospect is distracted  
*Reference: Part 6, 2:55 or Transcripts pg. 50*
- Leading with the product or the business....which is best?  
*Reference: Part 7, 0:40 or Transcripts pg. 51*
- How to introduce the concept of network marketing to your prospects  
*Reference: Part 8, 0:00 or Transcripts pg. 53*
- When it is beneficial to show *What the Wealthy Buy on Payday* to prospects  
*Reference: Part 9, 3:41 or Transcripts pg. 58*

### **MODULE 3: Greet & Qualify**

- How to greet warm market prospects  
*Reference: Part 1, 1:41 or Transcripts pg. 61*
- How to start a conversation with people you don't know  
*Reference: Part 3, 0:00 or Transcripts pg. 65*
- How to greet prospects generated from newspaper ads and direct mail  
*Reference: Part 4, 0:00 or Transcripts pg. 68*
- How to greet a purchased lead  
*Reference: Part 5, 0:00 or Transcripts pg. 72*
- How to get past surface responses  
*Reference: Part 6, 4:44 or Transcripts pg. 79*
- How to stay in control of the conversation  
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- Using the "Direct Approach" – talking to prospects without accomplishing a greeting  
*Reference: Part 7, 3:22 or Transcripts pg. 81*
- How to determine if your prospect really does qualify  
*Reference: Part 8, 13:12 or Transcripts pg. 100*

### **MODULE 4: Invite & Handle Questions And Objections**

- The bug on the windshield analogy – Understanding objections  
*Reference: Part 4, 1:16 or Transcripts pg. 115*
- The Questions And Objections Remedy – Five simple steps to fully handle questions and objections  
*Reference: Part 5, 0:53 or Transcripts pg. 118*
- The most effective way to handle an objection  
*Reference: Part 5, 6:36 or Transcripts pg. 121*

- How to answer “What is it?”  
*Reference: Part 6, 0:00 or Transcripts pg. 123*
- How to answer “I’m too busy.”  
*Reference: Part 6, 1:26 or Transcripts pg. 124*
- A clever reply to “I don’t have the time.”  
*Reference: Part 7, 5:00 or Transcripts pg. 129*
- How to answer “Is this sales?”  
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- How to answer “Is this MLM?”  
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### **MODULE 5: Handle Questions And Objections & Close To Action**

- How to handle the “Pyramid” objection  
*Reference: Part 2, 0:00 or Transcripts pg. 159*
- How to handle the “I’m not interested” objection  
*Reference: Part 2, 0:30 or Transcripts pg. 159*
- Disaster Calls – Four steps of what to do and say to save relationships  
*Reference: Part 3, 0:00 or Transcripts pg. 163*
- Close to Action checklist – The things you need to accomplish  
*Reference: Part 4, 4:10 or Transcripts pg. 166*

### **MODULE 6: Follow-Up And Follow-Through**

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- Follow-Up Procedures - Eight steps for a correct follow-up  
*Reference: Part 2, 0:00 or Transcripts pg. 179*
- Follow-Up Obstacles – What to do when prospects don’t do what they said they would do  
*Reference: Part 7, 0:00 or Transcripts pg. 218*
- “Restoring” your prospect’s needs and wants  
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## **MODULE 7: Follow-Up, Promotion & Networking**

- Tips for leaving phone messages  
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- Guidelines for the follow-up frequency  
*Reference: Part 1, 0:42 or Transcripts pg. 225*
- The “Final Call” – Why it’s important and what to say  
*Reference: Part 2, 0:00 or Transcripts pg. 226*
- Finding prospects through promotion  
*Reference: Part 3, 1:37 or Transcripts pg. 232*
- Tips for advertising in the newspaper  
*Reference: Part 4, 0:00 or Transcripts pg. 234*
- Leads versus other methods of getting prospects – Which is best?  
*Reference: Part 4, 2:50 or Transcripts pg. 235*  
*Reference: Part 5, 3:03 or Transcripts pg. 239*
- Finding prospects through networking  
*Reference: Part 6, 0:00 or Transcripts pg. 240*
- Finding prospects through “Network Influencers”  
*Reference: Part 7, 0:33 or Transcripts pg. 244*
- How to make your lead investment pay off big time  
*Reference: Part 7, 4:56 or Transcripts pg. 245*
- Your responsibilities as a professional networker  
*Reference: Part 8, 0:53 or Transcripts pg. 246*
- Blame and Responsibility – How these concepts are related to your financial success  
*Reference: Part 8, 3:31 or Transcripts pg. 247*