

## ANSWER KEY

# PROFESSIONAL INVITER

**Greeting:** The purpose of the greeting is to get your prospect willing to talk freely and openly to you.

### Walk In The Park - Possible Answers:

Black Lab – Great day to walk your dog; what is its name?

Black Lab – You have a very obedient dog. Do you train her?

Black Lab – Is this your dog or are you the trainer?

Training skills – Are you a professional dog trainer or just really good at teaching dogs obedience skills?

Weather – Nice day to be out for a walk, isn't it?

Black Lab – I see your dog is limping. How did he get hurt?

Remember, there could be other correct answers. The key is to pick out items in the environment that will start a conversation without being *too assertive*.

### Commuting To Work – Possible Answers:

Weather – Can you believe this weather? I've never seen so much rain!

Coat – I'm wishing I had a raincoat like that; looks like it does a good job of repelling water.

Time – This rain is really slowing the train down today.

Newspaper – Looks like the markets aren't going to be doing great things this week.

Remember, there could be other correct answers. The key is to pick out items in the environment that will start a conversation without being *too assertive*.

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

## **Commuting To Work (Too Assertive) – Possible Answers:**

Note: All of these lines are too assertive, because they are “too close” to the person (assuming that the stranger has not really been open to communication with you prior to this point, for example he hasn’t made eye contact, made comments to you, etc.). All of these questions would be more applicable to ask the stranger later in the conversation to help accomplish the greeting.

Time – This train is really running late; are you going to be late for work too?

Raincoat - Your raincoat looks like it’s doing a good job of keeping you dry.

Newspaper – Looks like my stocks are going to take a beating this week. How about yours?

## **Identify Greeting Lines**

### **Live Call With Catherine:**

Tim: Hello, can I speak to Catherine?

Catherine: This is she.

Tim: Hi, Catherine, my name is Tim Sales. You know Sue?

Catherine: Oh, yeah.

Tim: Well she gave me your telephone number and suggested that I call you. I am working on a project and I want to talk to you about it – can I?

Catherine: Sure.

Tim: She said that you’re a bookkeeper. Is that what you do?

Catherine: Yep.

Tim: How long have you been a bookkeeper?

Catherine: Oh gosh, maybe 15 years now.

Tim: 15 years?

Catherine: Hmm-hmm.

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Tim: Oh, alright! So, have you ever done anything else?

Catherine: Um, well I had my own business, and that was a house-cleaning business, and I had a lot of employees then, and um, did some work for my church – and then that was about it.

Tim: Ah, so you've been an entrepreneur?

Catherine: Yeah.

Tim: How did you get into the house-cleaning business?

Catherine: Um, I'm actually natively good at it. I'm Irish - so that just makes us good at that, and um...

Tim: Oh, so you have to be from Ireland to be good at business - is that what you're saying?

Catherine: That's right, but we can't cook! (laughter)

Tim: (laughter)

Catherine: So anyway, I don't know, it's just something I was good at and there was a big demand up in the Bay Area, so... It was a good business.

### **Live Call With Lynn:**

Tim: Is this Lynn Rose?

Lynn: This is Lynn Rose. Who's this?

Tim: This is Tim Sales.

Lynn: Tim Sales, how are you doing?

Tim: How are you doing?

Lynn: I'm good. Nice to hear your voice!

Tim: You too! Whatcha been up to?

Lynn: Uh... busier than busy. Working away, working at a couple

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different projects, but it's all good.

Tim: Yeah? Are you still using that incredible voice of yours?

Lynn: Oh, too sweet.... (laughter)

Tim: (laughter)

Lynn: I am, I am. I am going to be actually traveling very soon and doing some concerts - and very happy about it.... (laughter)

Tim: Is it like, you know, big stuff? You know, is it something that I can like watch on TV here?

Lynn: Oh, isn't that nice! (laughter)

## Live Call With Vincent:

Tim: Hello, is this Vincent?

Vincent: Speaking.

Tim: Hey, this is Tim Sales, you had filled out a questionnaire wanting a home-based business?

Vincent: Yeah, I wanted to get some information on it.

Tim: Have a specific idea of what it is that you're actually looking for, man?

Vincent: No, not really. I have been out of work for a couple of years, so I'm looking for something.

Tim: What kind of work have you done in the past?

Vincent: I was an automotive technician for 16 years.

Tim: And you live in Mechanicsville?

Vincent: Yep.

Tim: (laughter) You find that coincidental?

Vincent: Nah, because there's a Mechanicsville, Virginia too, so -

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(laughter)

Tim: And were you from there, too?

Vincent: Oh, no. Uh-uh, nah, that would be too coincidental.

**Qualify:** The purpose of Qualifying is to find out what the prospect needs, wants and doesn't want as it pertains to your business.

## Identify Qualify Lines

### Live Call With Nadira:

Tim: Yes. Where are you from originally?

Nadira: Algeria.

Tim: Nigeria?

Nadira: No, Algeria.

Tim: Algeria.

Nadira: Yes, it's a, I am sure people know more Morocco.

Tim: Yes.

Nadira: You know Morocco. It's just east of Morocco.

Tim: Oh, okay, how long have you been here in the States?

Nadira: Now it's my second year.

Tim: Your second year?

Nadira: Yeah.

Tim: So what have you been doing for the last couple of years here? And if I ask something too personal, just say, "That's too personal," okay...

Nadira: No, I came here because of the situation in my country and I

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have a daughter, so I wanted her to have a better education.

Tim: Uh-huh.

Nadira: So, ah, and my husband is still in Algeria. He's a doctor, too.

Tim: Uh, well that...

Nadira: So, that's how, you know.

Tim: Well, that must be difficult that you two are apart.

Nadira: Exactly. Yeah, uh-huh.

Tim: Does he have plans to come here?

Nadira: Yes, yes, uh-huh.

Tim: Any particular date, in other words is it...

Nadira: Oh, not right now, not right now, no, no, no, yeah.

Tim: Well, um...let me ask you this; what particular reason is it that you would most like to work from home?

Nadira: It's because of my daughter. And, as I told you, my husband is not here.

Tim: Yes.

Nadira: So, you know, she's at school and to me it's better if I can manage work and family.

Tim: Oh, of course. How old is your daughter?

Nadira: She's eleven.

Tim: Oh eleven, no kidding!

Nadira: Yeah, uh-huh.

**What is it that Nadira needs and wants?** Nadira wants to work from home so that she can stay at home with her daughter and manage both work and family at home.

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## Live Call With Tisha:

Tim: Hello, is this Tisha?

Tisha: Yes, it is.

Tim: Hi, my name is Tim Sales. You and I exchanged business cards the other day after talking in the gym.

Tisha: Yeah.

Tim: Do you remember me?

Tisha: I do... How are you?

Tim: I am good. Have I caught you at a bad time?

Tisha: Um, it's never a good time, but that's alright – go ahead.

(laughter)

Tim: Alright. Well, actually... thanks for that, by the way – I'd actually like to pick up on our conversation that we were having at the gym. I was thinking about it afterwards, and I am just curious if you would have a reason to look at something outside of project management?

Tisha: With regards to what?

Tim: With regards to your goal.

Tisha: You're talking about me wanting to pursue things that, okay, well, that conversation stems from, I have some business pursuits that I'd like to tackle outside of work. But with everything going on, I just haven't had the time to focus on it at all. So, I think that's what you are talking about, right?

Tim: Right.

Tisha: Yeah.

Tim: Do you mind sharing what it is that you'd like to actually ultimately achieve, if you were to look back and say, you know, when you're 100 years old, and say, "This is what I accomplished."?

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Tisha: Not at all. The ultimate goal for me is that I want to own my own business - it's a health spa. And I'd like to basically, ultimately, change careers, but obviously there is a lot entailed with bringing a business like that up. So unfortunately I just don't seem to have the time to get there.

Tim: Is time the only barrier that you've got, you feel?

Tisha: It seems to be. There are others that, you know, play secondary, you know, capital costs and so forth - those types of things. But, I think those all come with being able to sit down and solidify better plans. But yeah, ultimately, the time is the root cause for me getting anywhere.

Tim: Got it. What would owning this club, this spa that you have in mind, what would that fulfill for you?

Tisha: A job that has more purpose. I just... I like my job and I am good at what I do. Unfortunately, it just doesn't bring me a whole lot of personal satisfaction, so... And, it aligns more along the lines of what I'm about in life anyway. So I think that, you know, it's a lower stress job, it's something that I would enjoy doing and I'd have more control over, you know, its growth and where I take it, than I do in my current position now.

Tim: Um, understood. Good. And so your idea on this spa, that it would be more value to other people.

Tisha: Yeah, you don't mind if I write that up in my business plan, do you? (laughter) That's *exactly* what I want.

Tim: Well, that's excellent. That's a worthwhile ambition. I can see why you would be wanting to get that.

Tisha: Yeah.

Tim: What I would like to do, if you are agreeable to it, is that I would like to send you an online movie and have you take a look at it. It's just about 20 minutes, and what it does is it just explains a concept; there's no hype or anything involved in it. It just explains a concept.



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And then I'd just like to just explore with you, because I think this could help you achieve what you're after here, in terms of adding value to people's lives. I think it would give you time and I also think that it would give you the additional resources in terms of money that you need to achieve that. Can we do that?

**What is it that Tisha needs and wants?** Tisha wants her own spa business so that she can add value to people's lives, have more time freedom, and have financial resources to start the spa business.

## Get Below The Surface #1

Possible Answers:

- Really? Do you see yourself there long-term or are you looking at possibly doing something different?
- Do you need more education or certifications in order to make more money or is it just a matter of getting a promotion?
- Have any fun plans for how you'd spend the extra money if you're able to get it?

## Get Below The Surface #2

Possible Answers:

- Okay, well, what is it that you're doing now?
- What is it that appeals to you about working from home?
- In terms of finances, what would a work-at-home-type job need to provide in order to make it worthwhile for you?

**Invite:** The purpose of the Invite step is to ask your prospect to review information that can help them achieve what they've stated they need, want or don't want.

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## **Invite Prospects – Live Call With Nadira**

*Question #1: What is it that Nadira needs and wants?*

Nadira wants to work from home so that she can stay at home with her daughter and manage both work and family at home.

*Question #2: Using the relevant information from Nadira, write what you would say to invite her to watch an online movie.*

Possible Answer: Nadira, so that you can stay at home with your daughter, I'd like you to take a look at an online video clip.

*Note: There are many different things you could say to invite Nadira. The key is that your answer MUST include something about Nadira's want/need – to be able to stay at home with her daughter.*

## **Invite Prospects – Live Call With Tisha**

*Question #1: What is it that Tisha needs and wants?*

Tisha wants her own spa business so that she can add value to people's lives, have more time freedom, and have financial resources to start the spa business.

*Question #2: Using the relevant information from Tisha, write what you would say to invite her to an online web meeting.*

Possible Answer: Tisha, what I'd like you to do is join myself and a few of my colleagues in an online web presentation. I'd like you to take a look at what we're doing because I think this could help you achieve what you're after here, in terms of adding value to people's lives. I think it would give you time and I also think that it would give you the additional resources in terms of money that you need to achieve that. Can we do that?

*Note: There are many different things you could say to invite Tisha. The key is that your answer MUST include something about what Tisha wants – to have her own spa business, have money to start the business, and to have more time.*

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**Close To Action:** The purpose of the Close to Action step is to conclude or complete what is currently being said or done and then put the prospect's needs/wants into existence.

## **Choose The Correct Close To Action - Catherine**

*Correct Close to Action: Version 1*

*Of the two incorrect versions, why are they incorrect?*

Version 2 is missing the specific time for the follow-up call. Version 3 is missing Catherine's need/want in the line that invites Catherine to look at the information.

## **Choose The Correct Close To Action – Vincent**

*Correct Close to Action: Version 2*

*Of the two incorrect versions, why are they incorrect?*

Version 1 is missing Vincent's need/want in the line that invites Vincent to look at the information. Version 3 is missing the specific time for the follow-up call.

**Follow-Up:** The purpose of the Follow-Up is to re-contact your prospect and move him/her towards what they've stated they need, want or don't want.

**Follow-Through:** The purpose of Follow-Through is when your prospect indicates readiness to act (join, enroll, sign-up), then you follow through by delivering all he/she needs to get what they've stated they need, want or don't want.

## **Follow-Up Schedule**

Remember, because these are recommended guidelines, there is some flexibility as to the exact dates you call. **When evaluating your answers make sure the follow-up dates you selected are within these guidelines.**

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1. The first two follow-up calls must be on the 8th, the original date of the scheduled follow-up call. Leave only one message; you choose which call you will leave the message. You should have circled the 8th.
2. The next three follow-up calls must happen between the 9th and the 15th. Leave one message; you choose which call you will leave the message. You should have circled three dates between the 9th and the 15th.
3. The next two follow-up calls must happen between the 16th and the 22nd. Leave one message; you choose which call you will leave the message. You should have circled two dates between the 16th and the 22nd.
4. The next call is the final call made in the follow-up series. It must happen between the 23rd and the 29th. Leave the "final" message. You should have circled one date between the 23rd and the 29th.

Here is an example of what your follow-up schedule *could* look like.

	Date	Action
1.	8	Call prospect, leave a message
2.	8	Call prospect, do not leave a message
3.	10	Call prospect, do not leave a message
4.	13	Call prospect, leave a message
5.	15	Call prospect, do not leave a message
6.	18	Call prospect, leave a message
7.	21	Call prospect, do not leave a message
8.	27	Call prospect, leave the "final" message

### **Qualify For *Brilliant Compensation*<sup>®</sup> - Tisha**

Tim: Hi, Tisha, this is Tim Sales calling, how are you?

Tisha: Good. How are you?

Tim: I am doing good.

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Tisha: Good!

Tim: Ah, so your day going well?

Tisha: So far, but it's still early.

Tim: Yes, it is indeed. So did you get a chance to watch the movie?

Tisha: I did.

Tim: Ah, good girl! You did your homework.

Tisha: I found time, it was like 10 minutes before this phone call, but I got it.

Tim: Oh, good.

Tisha: (laughter)

Tim: So tell me, did you... is there a particular part that you liked?

Tisha: To be honest, there wasn't a *particular* part that rang true with me. But I got the overall concept of how different customers and their spending habits and what's important to them, and what they value are so uniquely different that I think it's caused me to go back and take another look at my business plan.

### **Qualify For Brilliant Compensation® - Ruth**

Tim: (Answering phone) Hey, this is Tim.

Ruth: Hi, Tim, it's Ruth. How are you?

Tim: I'm doing good! How are you doing?

Ruth: I'm okay. Sorry I had to run out, you know, farming, it's harvest season, so you never know.

Tim: And you're in grain, right?

Ruth: Yes.

Tim: It is harvest season.

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Ruth: Yes, it is.

Tim: Alright. So did you watch my little animated character?

Ruth: Yes, a couple times.

Tim: So, what did you think of *Brilliant Compensation*<sup>®</sup>?

Ruth: I thought it had all the earmarks for success, I guess, depending on what the product is. You know, it sounds good.

## **Qualify For *Brilliant Compensation*<sup>®</sup> - Catherine**

Tim: Catherine, Tim Sales calling you again.

Catherine: Oh, hi.

Tim: How are you?

Catherine: I'm fine.

Tim: So, did you do your homework?

Catherine: I did.

Tim: You did! Ah, that's awesome.

Catherine: Yeah, I didn't want to break my promise. Usually, you know, usually when I tell someone I'm going to do something, I do it, so...

Tim: And so did you kind of see anything in there that made logical sense to you?

Catherine: Well, yeah, it all did and it was very interesting because I never considered... I really did think that the people in a multi-level, you know, people at the top made more compensation than people at the bottom. You know, and you think at this point, why would I even waste my time?

Tim: Um.

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Catherine: So that was kind of a fallacy that I had. And it actually piqued my interest. I was surprised. Because I... to tell you the truth, I didn't think... I was being nice to you. I mean, not that I'm trying to pretend, but I really didn't think it would move me from my position and it kind of did.

Tim: Well, very good.

Catherine: Yeah.

Tim: So what was the part that made like the *most* sense to you? That you went "Ah!"?

Catherine: Um... Mr. King actually had a formula. You didn't seem like you're just gone off the cuff and it wasn't a pep rally, and you actually seemed to have some method behind your madness. And so... Yeah, I mean, it definitely got my interest. I mean, are *you* going to be training me? Because, I would need someone to train me.

### Qualify For *Brilliant Compensation*® - Yen

Tim: Well, what did you think of the content? Did you watch both movies?

Yen: I only watched the one that you mentioned. No, actually both, yeah, I remember now. Yeah, it was very impressive, very, very nice. It's interesting how people spend money, eh? (laughter)

Tim: Yes.

Yen: Different categories, eh?

Tim: Yes.

Yen: People who have no money, people who have a lot of money.

Tim: What was like your favorite part?

Yen: I think the one that have different... different breaks, you know, like brackets, different... it's like a pyramid.

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## **Qualify For *Brilliant Compensation*<sup>®</sup> - Nadira**

Tim: This is Tim Sales calling.

Nadira: Oh, hi! Thank you for calling!

Tim: You're very, very welcome. How are you today?

Nadira: I'm fine, thank you.

Tim: Good.

Nadira: Uh-huh.

Tim: So, you got a chance to watch the videos.

Nadira: Yes, yes I did.

Tim: And what did you think of them?

Nadira: Well, very interesting. (laughter)

Tim: Good.

## **Qualify For *Brilliant Compensation*<sup>®</sup> - Steven**

Steven: This is Steven.

Tim: Oh, how are you? Are you the one that I was working with on the computer?

Steven: Yeah, yeah. I did watch those two what do you call them, CDs or videos.

Tim: The two movies?

Steven: Yeah.

Tim: Alright, so you finally got your computer working?

Steven: Oh yeah, I called a friend of mine and you know, he came and did whatever he had to do.

Tim: Oh, very interesting. Okay, so you got a chance to watch the movies?



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Steven: Yes, yes I did. Uh-huh.

Tim: Alright, and what did you think of the first one about the wealthy, the middle class and the poor?

Steven: Oh, that was really impressive. I mean, that is a really good analogy. In fact, you know, I was just thinking about it at my work yesterday. And I was trying to remember and write down what I recall.

Tim: Good.

Steven: That concept sounded really good.

Tim: That's been my lessons learned. My parents were, you know, on the poor side and so I learned so much throughout just observing and seeing, you know, when I *did* make money, you know, and then it... all of a sudden it goes out... So, good, I'm glad you enjoyed that. What did you think of the second video? What did you like most about it?

Steven: Ah, the network concept.

Tim: Ah, good.

Steven: Yeah, I mean, that sounds... in theory that sounds very, very good. Also, the thing is really simple, I mean a real good fair deal for everybody. Yeah.

Tim: What did you think of the basketball moving through the garden hose conversation?

Steven: Yeah, that as well... actually that aspect of it gave me another way of really analyzing this network type of business.

Tim: Uh-huh. Okay, good.

### Merge Needs/Wants - Tisha

Tim: So tell me, did you... is there a particular part that you liked?

Tisha: To be honest, there wasn't a *particular* part that rang true with me. But I got the overall concept of how different customers and their spending habits and what's important to them...

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Tim: Oh, good, good.

Tisha: Yeah.

Tim: Can you see why I thought of you as it relates to you being able to get back this thing that you want called "Time"? There was an example that I gave at the end about if you have 50,000 people and each of those work for one hour, then you're being paid on 50,000 hours. If you were to wake up tomorrow morning and try to put in 50,000 hours tomorrow, it would be kind of hard to do, right?

Tisha: That would be a long day!

(laughter)

Tim: And so could you see now how, as it relates to time, that that's how you actually get more of it?

Tisha: Yeah, I do, but if I can be honest, I've had this perception and it's kind of a stigma - and it's just perhaps only my perception - of individuals have approached me for various things, you know, Pampered Chef party, consulting, Mary Kay... and I have this perception of these individuals that I didn't want to have the same association or have any of my friends or customers or anything else perceive *me* that way. And it seems to me that a vast majority of them either don't believe in the product they sell, they're not knowledgeable in the product that they sell... But I'll give you credit, with the video that I saw, it seems like the approach that your group or what have you is taking is a lot more professional-based than what my past experiences have been.

### Merge Needs/Wants - Nadira

Tim: This is Tim Sales calling.

Nadira: Oh, hi! Thank you for calling!

Tim: You're very, very welcome. How are you today?

Nadira: I'm fine, thank you.

Tim: Good. So, you got a chance to watch the videos.

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Nadira: Yes, yes I did.

Tim: And what did you think of them?

Nadira: Well, very interesting. (laughter)

Tim: Good.

Nadira: Yeah, and...

Tim: Could you see a possibility to get your husband here?

Nadira: Well, I'm waiting for him to get his citizenship because I'm applying next year...

Tim: Uh-huh.

Nadira: ....for the citizenship and with this he'll be here, as soon as I get it.

Tim: Oh, that's excellent.

Nadira: Yeah, yeah.

Tim: Well, I want to help you get him here.

### **Merge Product/Service To Trends - Yen**

Tim: What was like your favorite part?

Yen: I think the one that have different... different breaks, you know, like brackets, different... it's like a pyramid.

Tim: So had you been exposed to network marketing before?

Yen: Ah, no.

Tim: No.

Yen: No.

Tim: And so you liked the part where I describe four levels deep.

Yen: Yes, that's it.

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Tim: And then I compare that to a regular company where the only... the top person, the CEO, gets paid off the efforts of other people.

Yen: Uh-huh.

Tim: Good.

Yen: Yeah.

Tim: Alright! Did you pick up the part in the very beginning of *Brilliant Compensation*<sup>®</sup> where I talked about what trends are driving the economy and I discuss the basketball through the garden hose, and that if you can get in front of that basketball, then that's where you make the most amount of money?

Yen: Um, okay.

Tim: Remember that part?

Yen: Uh-huh, I remember.

Tim: And the basketball represents the 76 million baby boomers.

Yen: Right.

Tim: And it's really a billion people worldwide, because we're in a world market right now.

Yen: Um huh.

Tim: You know, everyone's our market now.

Yen: Yeah, everything is marketing right now, you're right.

Tim: If you can get in front of what a billion people *want*, then that's the way to create a lot of income. The particular trend that I am taking advantage of is the trend as it relates to health and wellness.

Yen: Right.

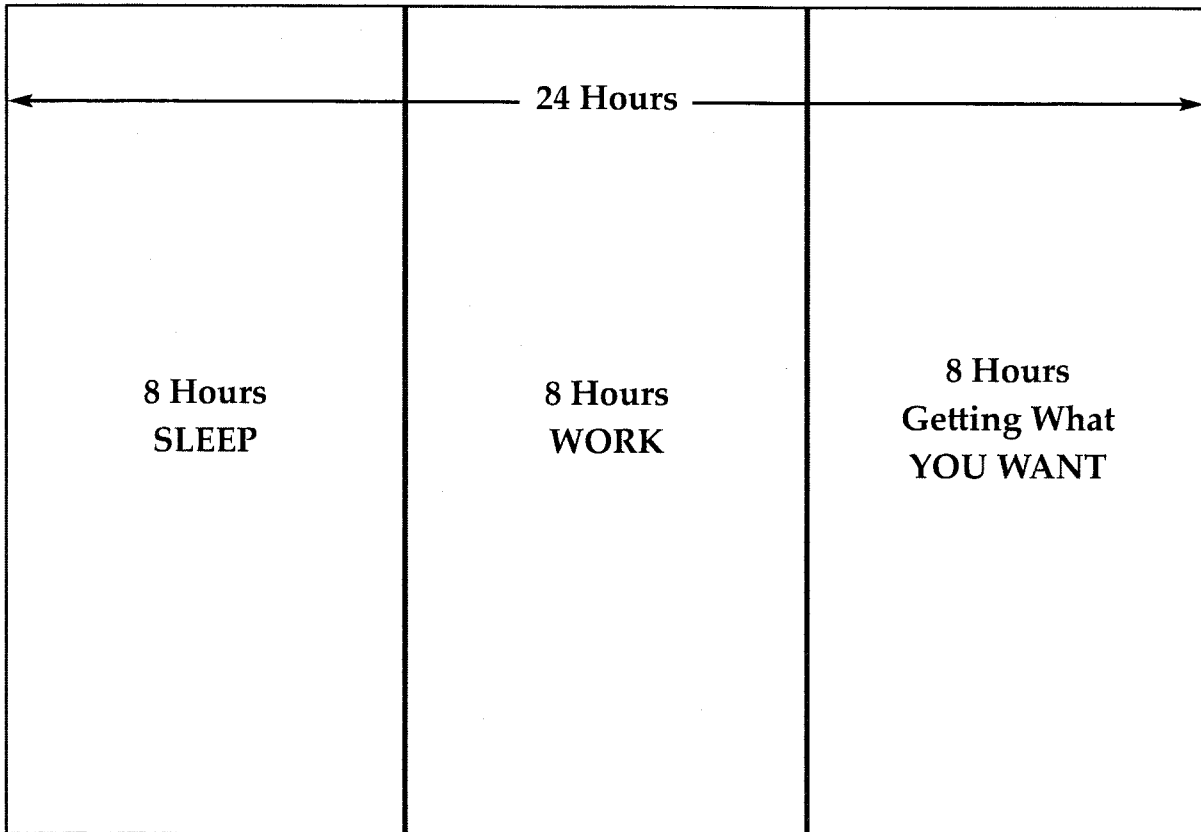
Tim: Because what you told me that you wanted was more time with your family, right?

Yen: Correct.

# A N S W E R   K E Y

**Handle Questions and Objections:** The purpose of Handling Questions and Objections is to get the prospect beyond their questions and/or oppositions which are apparently stopping them from attaining what they've stated they need, want or don't want.

## "No Time" Objection – Part 2:



## How To Answer "Is This MLM?":

*There are two main steps you must do to handle the MLM objection. What are they?*

1. Find out what your prospect's experience has been with MLM.
2. Guide your prospect to realize that their lack of success or bad experience was due to poor training. In the case where the prospect's objection is based on hearsay, emphasize that training is the solution.

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## Four Questions To Handle "Is This MLM?":

1. How do you know of MLM?
2. Do you have personal experience with an MLM company, or are you referring to someone else's experience?
3. Does network marketing work? Not for you, not for anyone you know - just does *it*, as an industry, work?
4. What do you think it takes for it (MLM) to work as an individual?

## Test Your Understanding Of The Inviting Formula

### Invite Call With Nadira:

Hello?

Tim: Hello, can I speak with Nadira?

Nadira: Oh yeah, this is she.

Tim: Hi, Nadira, my name is Tim Sales. Did you fill out a questionnaire having to do with a business that you could work from home? (G)

Nadira: Yeah.

Tim: Yeah, do you have an idea of what it is that you're actually looking for? Is it just a business in general, or did you have a specific idea in mind? (G)

Nadira: Uh, well, you know... Somebody called me this afternoon and we had a long talk and apparently it's not working for me. (?)

Tim: Um, okay, what specifically isn't working? (G)

Nadira: Well it was about my background. It was about what I wanted to... my income, my yearly income and uh, yeah.

Tim: Oh, well, I'm sorry, I am not that person and I am not calling in regards to that person.

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Nadira: Uh-huh, seems like I had no chance to work at home.

Tim: Well...

Nadira: Uh-huh...

Tim: I disagree with that. (laughter)

Nadira: Well, yeah.

Tim: I think that there would've been several people who have said I couldn't have done it, but I ended up being able to. Uh, did he give a particular reason why he felt that you couldn't? (G)

Nadira: Um, not really.

Tim: Alright.

Nadira: But, you know, I just decided not to do it because, well, uh, I try something else.

Tim: What are you going to try? (G)

Nadira: Because I am foreign doctor, a medical doctor, from overseas, and I'm here getting my equivalence. And in meantime I was looking for a job and I thought working at home was the best way for me.

Tim: Uh-huh. Any particular specialty that you have? (G)

Nadira: Yes, GI, gastroenterology.

Tim: Ah, gastroenterology, yes. And so are you wanting to work in that particular field here in America? (G)

Nadira: Well, I was... yeah, that was my first plan, but you know, I know it will take a long time to get there, like at least three or four years and, you know, everything can change...

Tim: Sure.

Nadira: In four years, you know, you never know what's going to happen, so.

Tim: Well, unless you *make* it happen - one or the other.

A N S W E R   K E Y

Nadira: That's true, that's true, yeah, I wanted to do something at home, but related with at least the medical field.

Tim: Yes. Where are you from originally? (G)

Nadira: Algeria.

Tim: Nigeria?

Nadira: No, Algeria.

Tim: Algeria.

Nadira: Yes, it's a, I am sure people know more Morocco.

Tim: Yes.

Nadira: You know Morocco. It's just east of Morocco.

Tim: Oh, okay, how long have you been here in the States?

Nadira: Now it's my second year.

Tim: Your second year?

Nadira: Yeah.

Tim: So what have you been doing for the last couple of years here? And if I ask something too personal, just say, "That's too personal," okay... (G)

Nadira: No, I came here because of the situation in my country and I have a daughter, so I wanted her to have a better education.

Tim: Uh-huh.

Nadira: So, ah, and my husband is still in Algeria. He's a doctor, too.

Tim: Uh, well that...

Nadira: So, that's how, you know.

Tim: Well, that must be difficult that you two are apart.

Nadira: Exactly. Yeah, uh-huh.



A N S W E R   K E Y

Tim: Does he have plans to come here? (G) (★)

Nadira: Yes, yes, uh-huh.

Tim: Any particular date, in other words is it...

Nadira: Oh, not right now, not right now, no, no, no, yeah.

Tim: Well, um...

Tim: Let me ask you this; what particular reason is it that you would most like to work from home? (Q)

Nadira: It's because of my daughter. And, as I told you, my husband is not here.

Tim: Yes.

Nadira: So, you know, she's at school and to me it's better if I can manage work and family. (★) (Q)

Tim: Oh, of course. How old is your daughter?

Nadira: She's eleven.

Tim: Oh eleven, no kidding!

Nadira: Yeah, uh-huh.

Tim: Ah, so what, she's just now going into... ah...

Nadira: Middle school.

Tim: Six grade, seventh grade?

Nadira: Yeah, middle school.

Tim: Yes, oh...

Nadira: She's starting her first year there.

Tim: Big step!

Nadira: Yeah, yeah.

Tim: I bet you're very proud of her.

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Nadira: Absolutely, and she is a good student, too. We are *very* proud of her.

Tim: Oh, oh, that's so fantastic.

Nadira: Yeah.

Tim: You have Internet access obviously, because that's how you filled out the form.

Nadira: Yeah, yeah, uh-huh.

Tim: I want to go through two steps with you. One is that I want you to take a look at an online video clip. Do you have something to write with? (I)

Nadira: Yes.

Tim: Go to [www.explorefreedom.com/trump, t-r-u-m-p](http://www.explorefreedom.com/trump,t-r-u-m-p). (I)

Nadira: Okay.

Tim: Alright?

Nadira: Yeah.

Tim: I want you to look at this little short clip. (I)

Nadira: Okay.

Tim: And, then you and I will talk again, and then I'll give you specifics about the business that we're doing. (I)

Nadira: Uh-huh, okay...

Tim: And, when you go to that particular page...

Nadira: Yeah...

Tim: It will have my picture there.

Nadira: Okay.

Tim: And, on the left side you are going to... there's two movies. One is, I think it's called *What the Wealthy Buy*...

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Nadira: Uh-huh.

Tim: ...and then the other one is called *Brilliant Compensation*®.

Nadira: Okay.

Tim: If you can watch both of those...

Nadira: Uh-huh.

Tim: And then you and I will plan to talk.

Nadira: Okay.

Tim: When do you think you'll get a chance to actually look at them? (C)

Nadira: Oh, well, maybe tomorrow.

Tim: Tomorrow.

Nadira: I can do that, yeah, I could, yeah, yeah; I'm at home tomorrow.

Tim: You are at home tomorrow?

Nadira: Yeah, yeah, uh-huh.

Tim: Okay.

Nadira: Yes, I can do that... tomorrow morning, maybe.

Tim: Okay, what would be a good time for us to talk after you've had a chance to look at these? (C)

Nadira: Um, well like at 2:00 maybe, 2:00 p.m.

Tim: 2:00 p.m.

Nadira: Yes, I can watch in the morning and then we talk about that.

Tim: That works for me.

Nadira: Okay.

Tim: Alright, I have penciled that in that I will call you tomorrow at 2:00. (C)

Nadira: Okay.

## A N S W E R   K E Y

Tim: Alright, and I look forward...

Nadira: What's your name again?

Tim: My name is Tim. T-I-M.

Nadira: T-I-M.

Tim: Yes.

Nadira: Okay.

Tim: And, you'll see my picture and my name...

Nadira: Okay.

Tim: ...and all my contact information will be on that Explorefreedom/trump page.

Nadira: Okay.

Tim: Okay.

Nadira: Uh-huh.

Tim: I look forward to talking to you tomorrow.

Nadira: Okay, thank you, bye.

Tim: Bye-bye.

Nadira: Bye.

### **Follow-Up Call With Yen:**

Yen: Hello.

Tim: Hey, is this Yan?

Yen: This is Yen speaking.

Tim: Ah Yen, I'm so sorry, this is Tim Sales calling. I spoke to you last night.

Yen: Oh, Tim Sales, yes, I remember you.

A N S W E R   K E Y

Tim: Yes, alright! So did you see my... the website? (G)

Yen: I did, I did.

Tim: And what did you think of the Flash? (G)

Yen: It was very nice, very well done.

Tim: Good.

Yen: Good job, yes.

Tim: It's a good technology.

Yen: Yes.

Tim: You ever worked with Flash? (G)

Yen: A few... two times, yeah, I've been doing a couple projects, here and there.

Tim: Yeah.

Yen: Yeah, but I'm very familiar with Flash. Yeah, Flash is nice.

Tim: I *love* working with Flash.

Yen: You work with Flash?

Tim: A little bit, I know the program, not kept up with it since its last revision. But, yeah, I've programmed a little bit in it...

Yen: Yeah, uh-huh.

Tim: Well, what did you think of the content? Did you watch both movies? (Q)

Yen: I only watched the one that you mentioned. No, actually both, yeah, I remember now. Yeah, it was very impressive, very, very nice. It's interesting how people spend money, eh? (laughter)

Tim: Yes.

Yen: Different categories, eh?

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Tim: Yes.

Yen: People who have no money, people who have a lot of money.

Tim: What was like your favorite part? (Q)

Yen: I think the one that have different... different breaks, you know, like brackets, different... it's like a pyramid.

Tim: Right.

Yen: Do you remember that one?

Tim: Yes.

Yen: That was very interesting.

Tim: So had you been exposed to network marketing before? (Q)

Yen: Ah, no.

Tim: No.

Yen: No.

Tim: And so you liked the part where I describe four levels deep.

Yen: Yes, that's it.

Tim: And then I compare that to a regular company where the only... the top person, the CEO, gets paid off the efforts of other people.

Yen: Uh-huh.

Tim: Good.

Yen: Yeah.

Tim: Alright! Did you pick up the part in the very beginning of Brilliant Compensation® where I talked about what trends are driving the economy and I discuss the basketball through the garden hose, and that if you can get in front of that basketball, then that's where you make the most amount of money? (MERGE PRODUCT)

## A N S W E R   K E Y

Yen: Um, okay.

Tim: Remember that part?

Yen: Uh-huh, I remember.

Tim: And the basketball represents the 76 million baby boomers.

Yen: Right.

Tim: And it's really a billion people worldwide, because we're in a world market right now.

Yen: Um huh.

Tim: You know, everyone's our market now.

Yen: Yeah, everything is marketing right now, you're right.

Tim: If you can get in front of what a billion people *want*, then that's the way to create a lot of income. The particular trend that I am taking advantage of is the trend as it relates to health and wellness. (MERGE PRODUCT)

Yen: Right.

Tim: Because what you told me that you wanted was more time with your family, right? (MERGE NEEDS)

Yen: Correct.

Tim: And you want to spend time with your children and be there, and things like that. Well, the way that you do it logically - it's the only logical way to do, to look at this - is to get in front of one of those big trends. We're taking advantage of the trend having to do with health. (MERGE NEEDS)

Yen: Okay.

Tim: And what we specifically do is —Chime—.

Yen: And how about if we can continue talking on this topic... I'm at work right now and...right now I cannot really talk, you know.

Tim: I get it.

## A N S W E R   K E Y

Yen: You know?

Tim: I get it, so you'd love to talk about it, but you can't because you're at work.

Yen: Right, right at this moment, yes. So how about if we do that tomorrow or this evening?

Tim: Okay, let's talk tonight. What's a good time for you tonight?

Yen: How about if you give me your phone number... yeah, I got your phone number and I give you a call.

Tim: About what time, because I have several different things to do tonight and I want to time it right. What's a good time?

Yen: When the kids go to bed, it's around 9:00.

Tim: 9:00?

Yen: Yeah.

Tim: That will work for me, okay. I will expect your call right at 9:00.

Yen: Okay.

Tim: Alright, thanks, man.

Yen: Thank you.

Tim: Bye-bye.