

MATZ APPROACH SCRIPTS

Current Invites To See The Business Plan Online

"I am working with a team of people that have a powerful online marketing opportunity using the latest technology and a global outreach. We are growing by leaps and bounds even during the current lockdown. The investment is about the cost of a pair of shoes & you can start part time so there's no risk. Anyone looking for additional income or a business of their own can do it. Education level or job experience isn't an issue. We can show you the full business plan, on line, in just 15 - 20 minutes."

Prospect Question 1: Can you give me more information?

Response: Not on the telephone. We need to use diagrams to make the business understandable. It only takes 15-20 minutes and can be very valuable to you.

Prospect Question 2: Is it selling?

Response: No. It's on line marketing. We have people from all backgrounds working with us. Doctors, lawyers, business owners, college professors, engineers, teachers, factory workers, students, housewives, single mom's, working people of all types.

I'm sure you're familiar with buying on line and how it's growing so rapidly. This is an opportunity to participate in that growth.

Prospect Question 3: "Is this multi level or network marketing?" First of all, if you get this question you've already made an error. Go back and review your invite and other two responses to questions.

Then respond with this question to regain control. "Why do you ask?" Wait for their response and then reply. "I guess I didn't make myself clear. We have an online marketing business growing very rapidly. You need to see the full explanation with diagrams and illustrations. It will only take 15-20 minutes and could be very valuable to you."

Prospect Question 4: "Is this Amway." Respond again with this question. "Why do you ask?"

If they respond with: "I've seen this before and not interested" or, "I know someone that tried it and it's not for me." Or, with anything else.

Respond with: "Yes I understand, I've heard this before. It typically comes from someone who has seen our "old" model of business. In recent years we have become an Online Marketing Powerhouse. The perception of our business has changed dramatically. We are #1 in online marketing of many products. It's totally differently than what you heard before. Take a look. It only takes 15-20 minutes right in your home. We are growing by leaps and bounds even during the lockdowns. It could be very valuable to you. Only 15-20 minutes to find out."

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Telephone invite to a person in the Black Box:

Hello _____. This is _____. We talked awhile back about an opportunity to diversify or to earn additional income. I just want to give you a quick update. We are growing by leaps and bounds during this lockdown. People see us as an online marketing powerhouse. Perhaps things might of changed for you and it might be a good idea to see how and why we've grown. If not, then you might know someone that would be interested. It will only take 15 minutes. I can send you a link to see the entire picture with diagrams and illustrations.

Prospect Question 1: Can you give be a quick update now?

Response: Sorry, I really can't. We need diagrams and illustrations to really understand. It only takes 15 minutes.

Prospect Question 2: If you can't tell me right now I'm not interested.

Response: Ok, I understand. Perhaps then you know of someone that will spend 15 minutes to get the full picture.

Simple Script: Simple invite to a friend in IO

"Hey, you've got to see what we're doing now. I've met a group of people growing rapidly at this time. Incredible growth! It's an on line powerhouse. Everybody can do it. Doesn't take a lot of money. Almost free & can start part time.

Join me on line. Only takes 15-20 minutes."

Note: If questions, same response as other scripts.

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I found a great way to make money, unbelievable online marketing. Growing by leaps and bounds during the pandemic. I hope you are doing all right. I know we are doing unbelievable. I want you to take a look at it. In fact we have a meeting online. I have a link I will send you. Just join in with us and you will be able to see exactly what they do.

Prospect Question: "What is it?"

Response: We are an online marketing powerhouse using the latest technologies with a global outreach.

Hi! Just wanted to touch base with you. Don't know how you are doing during the pandemic. We are associated with a group of people growing by leaps and bounds 15-35% during this time. Are you interested in having your own business, diversifying, or, having more money?

Prospect Question: "What is it?"

Response: I am glad you are interested. In fact I want to send you a link to an online meeting and your in. Fifteen to twenty minutes you will see the whole thing. Just click on it and start businesses all over the world. You have to see the pictures and diagrams. You can be in business for yourself, in an online powerhouse.

I am calling to tell you I needed (or wanted) another source of income. And I have found a good one with some very successful people. Are you interested in having your own business, diversifying, or, having more money?

Prospect Question: "What is it?"

Response: The first step is let me send you a link where you can get an overview. It's a global marketing powerhouse. We have people from all over the world making extra money and more money than they would ever believe, if that is what they want.

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Notes from Pete:

Connect quickly . . .

And get to the invitation quickly.

Biggest mistake . . .

The biggest mistake that is made during the invite to a presentation is without a doubt that you tell them too much and answer their questions. USE THE SCRIPTS & STICK TO THEM WITH YOUR RESPONSE!!!

The answer to everything is . . .

We are an online marketing powerhouse using the latest technologies with a global outreach. And I will send you a link.