

## Closing Script

**Closing a Sale is a two step process. The first step entails an initial qualifying interview. The second step is the actual closing of a sale.**

### **\*\*THE INITIAL QUALIFYING INTERVIEW SCRIPT\*\***

Hello (PROSPECT'S NAME), how's it going?

This is (YOUR NAME) with (YOUR COMPANY NAME). You had requested information about working from home and I am calling you back to provide information about a great work at home opportunity called (YOUR COMPANY NAME). (YOUR COMPANY NAME) has transformed my lifestyle by letting me make serious income from the comfort of my home.

My company is experiencing very rapid growth, and we are looking for a few ambitious people to join our team. If you feel this describes you, I need to ask you a few quick questions to see if you qualify.

So tell me (PROSPECT'S NAME), how serious are you about starting your own home business?

Tell me why?

(PROSPECT'S NAME), for you to earn serious money with our program you would need to devote at least 10 hours per week in your business. So if everything else about this program meets your approval, could you set aside at least 10 hours a week to grow your business?

We are NOT looking for super sales people. In fact, our company doesn't tolerate aggressive selling. In our business you will be meeting and talking with people who all want to learn how to make money from home. Now do you think you can interview people just like I am doing with you?

Now of course (PROSPECT'S NAME), in any business you have what are called start-up costs, and with our company, you're looking at \$\_\_\_\_\_ to get started. Now if you like everything about our program, does that fit within your budget?

Okay (PROSPECT'S NAME), you sound like you might be the kind of person who could learn our business system. I'm going to move you forward to the next qualifying step.

We are pre-screening a lot of people right now trying to identify a few ambitious and motivated people, so it's in your best financial interest to beat the crowd and get online as quickly as you can and go thru our orientation. How soon can you log on to the internet for our orientation?

Grab a pen and write this down. Our web address is: [www.YourWebSiteAddress.com](http://www.YourWebSiteAddress.com). My name is (YOUR NAME) and my direct telephone number is (YOUR NUMBER).

Your response to our online orientation will determine whether or not we can include you in our training program. (PROSPECT'S NAME), I'm ready to teach how to make some serious money,

so after the orientation, give me a call back to get all your questions answered. Okay? Thank you for your time and courtesy, good luck and I wish you well.

### **LEAVE THE MESSAGES BELOW IF YOUR PROSPECT IS NOT HOME/UNREACHABLE**

FIRST VOICEMAIL MESSAGE: This message is for (PROSPECT'S NAME). I'm (YOUR NAME) with (YOUR COMPANY NAME) calling you back to provide you information about a great work at home opportunity. Please return my call for a brief phone interview. My direct line is (YOUR NUMBER). God bless and enjoy your day!

SECOND VOICEMAIL MESSAGE: Hello (PROSPECT'S NAME). This is (YOUR NAME), with (YOUR COMPANY NAME) calling again and I have a dilemma that needs your immediate attention. My dilemma is this: I can only work with a few new people at one time to give them the support they need to get their businesses up and running. Frankly, right now I don't know where you stand. If you want to be considered for our program, it's important that you call me and let me know where you stand. My direct line is (YOUR NUMBER).

THIRD VOICEMAIL MESSAGE: Hi (PROSPECT'S NAME). This is (YOUR NAME) with (YOUR COMPANY NAME) again. This is the third time I've called to share information about an amazing work at home opportunity. This program has earned thousands of dollars for many of our team members this past week alone. If you want to learn how my company can put money in your pocket immediately, return my call today for a brief phone interview. My direct line is (YOUR NUMBER).

### **\*\*THE CLOSING SCRIPT\*\***

Hello (PROSPECT'S NAME), how's it going?

This is (YOUR NAME) calling you back to see if you see an opportunity for yourself with our money making home based business program?

What did you like about what you saw in our online orientation?

How much additional income are you looking to make?

What for? (Make a mental note of the answer to this question)

(PROSPECT'S NAME) with the income you have coming in now, are you going to be able to:  
(Repeat the above answer)

(PROSPECT'S NAME), you have two choices, you can take a chance on this opportunity, and give it your best shot, so you can realize your dreams and goals, or you can continue with your life as it is now and never get ahead like you truly want and deserve. So (PROSPECT'S NAME) what's it going to be, are you willing to learn? Are you willing work?

Well (PROSPECT'S NAME) let's get you registered with (YOUR COMPANY NAME) and begin your training right away.

### **LEAVE THE MESSAGES BELOW IF YOUR PROSPECT IS NOT HOME/UNREACHABLE**

FIRST VOICEMAIL MESSAGE: This message is for (PROSPECT'S NAME). I'm (YOUR NAME) with (YOUR COMPANY NAME) calling you back see what you think about our money making opportunity. Please give me the professional courtesy and return my call to let me know. My direct line is (YOUR NUMBER). God bless and enjoy your day!

SECOND VOICEMAIL MESSAGE: Hi (PROSPECT'S NAME). I'm (YOUR NAME) calling again to see how you feel about our money making opportunity. Our marketing system has earned a lot of money for many of our team members this past week alone. We have the plan to help you reach your dreams and goals so please call me back immediately to get all your questions answered. If I don't hear from you within 24 hours, I will assume you were not serious about significantly increasing your income and I will have to scratch you off my call list. My direct line is (YOUR NUMBER). I wish you well.