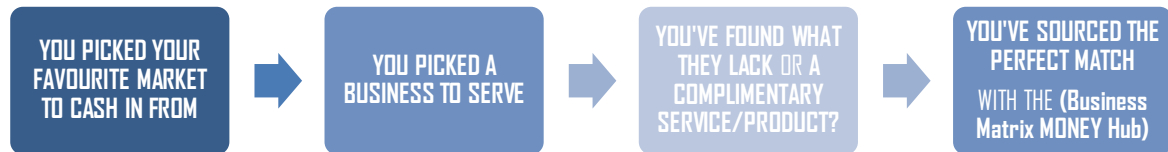


2. GETTING CLIENTS (THE TEMPLATES TO HAVE CLIENTS CHASING YOU)

"WHAT to say and HOW to say it... to Have Clients CHASING you
to serve them & SEAL deal after deal" Mr D.

SO YOU'VE MADE A MATCH CONGRATULATIONS!!



NOW IT'S TIME TO GET IN TOUCH WITH YOUR FUTURE CLIENTS...



As Promised... I SAID I WOULD PROVIDE YOU WITH TEMPLATES ON WHAT TO SAY AND HOW TO SAY IT AND LITERALLY HAVE CLIENTS BEGGING YOU TO SERVE THEM. SO HERE IS WHERE YOU CAN FIND THAT INFORMATION. NOW, WHEN CONTACTING THESE PEOPLE (*WHO WILL BE DELIGHTED TO HEAR FROM YOU BY THE WAY AND EAGER TO HAVE YOU DO WHAT YOU ARE OFFERING*) AND YOU WOULD BE TO...

...Think about it, IF YOU HAVE A PRODUCT TO SELL; ANY OPPORTUNITY TO DO A JOINT VENTURE WITH ANOTHER PERSON. WHO HAS PEOPLE WHO WILL BE INTERESTED IN BUYING YOUR PRODUCT OR SERVICE. WHERE YOU HAVE THE OPPORTUNITY TO EXPAND YOUR CLIENT BASE AND INCREASE SALES; AND SOMEBODY HAS APPROACHED YOU AND OFFERED IT TO YOU ON A SILVER PLATTER.

YOU DIDN'T HAVE TO GO OUT AND DO ANYTHING, THAT WOULD BE MUSIC TO ANY PERSON'S EARS! WHEN YOU HAVE CREATED A PRODUCT, YOU ARE TRYING TO SELL TO AS MANY PEOPLE AS POSSIBLE. YOU'D BE PRETTY KEEN TO DO BUSINESS TOGETHER WOULDN'T YOU!?

OR IF YOU HAVE CUSTOMERS WHO MAY BE INTERESTED IN SOMETHING SOMEBODY ELSE OFFERS, THAT YOU DON'T! SOMETHING THAT YOUR CUSTOMERS WOULD REALLY APPRECIATE AND BENEFIT FROM AND THEY ARE OFFERING YOU A SHARE IN THE PROFITS; WITH LET'S FACE IT HARDLY ANY WORK ON YOUR PART. AGAIN YOU'D BE PRETTY EAGER TO GET TO GET THE BALL ROLLING! AND YOUR CUSTOMERS WILL COME BACK AND THANK YOU!

SO YOU'RE OFFERING SOMETHING WONDERFUL THAT PEOPLE REALLY WANT AND IT'S WIN-WIN-WIN ALL THE WAY ROUND. THE TWO COMPANIES VENTURING TOGETHER WIN, THEIR CUSTOMERS BENEFIT AND YOU BENEFIT! **EVERYBODY IS HAPPY** 😊

The Messenger of GREAT News...

NOW YOU MAY BE SOMEBODY LIKE ME WHO PREFERS TO EMAIL PEOPLE AND THAT'S WORKS FINE. YOU MAY BE SOMEONE WHO PREFERS TO CALL PEOPLE AND TELL THEM THE GOOD NEWS. WHICHEVER YOU ARE THE BASIS OF WHAT YOU DO IS THE SAME. YOU JUST MAKE A FRIEND AND SEE HOW YOU CAN HELP THEM. I'VE GOT FANTASTIC APPROACHES THAT WILL WORK WELL WHATEVER YOU DO...



If You Are Sending An Email...

FIRST

...The key thing to remember is that you want to make sure you're email gets opened.

The best way to do this is in the subject title of the email.

You don't want it to look like junk mail or marketing those typically get deleted.

So Here's What You Do...

There are 2 approaches which work exceptionally well 99.9% of the time.

Make your subject title look like an **ENQUIRY FROM A CUSTOMER OR TESTIMONY FROM A CUSTOMER!**

Customers come first in every business, their email enquires get opened. The rest you don't have to worry about because I've got templates for you which work like a dream.

SO REMEMBER

...Subject Line, Subject Line, **SUBJECT LINE!**

Make sure it looks like an **(Enquiry from a customer)** or **(Like you are giving a testimony or positive feedback)**.

I don't know which market you're going to work with, so I'll give you a generic example of both...

Customer Enquiry Subject Line #1:

• Do you do (product/service you know they don't offer)?

Customer Enquiry Subject Line #2:

• Will (Product name) work for (us/me/type of person)?

Testimony Subject line example #1:

• I LOVE (name of product or website-name.com)

Testimony Subject line example #2:

• Just wanted to say thanks (Website owner's name)

Testimony Subject line example #3:

• Thanks (website-name.com) you're the best

STRATEGIC CASH | BLUEPRINT

The emails below are to be used for arranging the deals mentioned below:



#1 (INFO BROKER)



#2 (FREE PAID SEARCH)



#3 (SUBSCRIBER GOLD RUSH)



A) EMAIL TO PERSON WITH PRODUCT

SUBJECT: THANKS (NAME) YOU'RE AWESOME!

Hi,

I was doing a bit of surfing online and I came across your brilliant product (name),

I'm also subscribed to (name of newsletter, website or person you want to hook them up with). I thought your product would be a perfect match for their list of subscribers/customers.

I think they will love it and it will be of great value to them...

If I put together a deal for you to offer your product with (name of newsletter, website or person you want to hook them up with)'s list. Would you be happy to give me 10p for every £1 you make?

Let me know if you think (product name) would be of benefit to (name of website's) customers and I will go ahead and make the arrangements!

Have a fantastic day,

[YOUR NAME]



B) EMAIL TO PERSON WITH LIST

SUBJECT: THANKS (NAME) YOU'RE AWESOME!

Hi,

I was doing a bit of surfing online and I came across this brilliant product, which I think will be perfect for your list. (Say why) The product is called "" It was created especially for

(Build credibility of other person and their products benefits)

(Considering you are the same) I thought it would be a perfect match

(I think those on your list, will love it and it will be of great value to them, they will love you for telling them)

(Mention a benefit of the product again)

The product consists of (whatever is in it) and sells for (\$ price). Since I'm "brokering" the deal for (product creator) the split would be 45% to you, 45% to (product creator), and 10% to me.

The sales letter is available at;
www.weblink.com

Let me know if you think this would be of benefit to your customers and I'll begin making arrangements right away.

Thanks!

[YOUR NAME]

What do you say once you have both parties on board?

THE REST WILL FLOW NATURALLY. THE PEOPLE YOU HAVE APPROACHED KNOW THE INS AND OUTS OF THEIR BUSINESS. THEY KNOW THE PRODUCT BEST AND THEY HAVE ALREADY BEEN SELLING IT, SO THEY WILL KNOW WHAT WORKS BEST. YOU JUST SET THE RELATIONSHIP UP. THEY TAKE CARE OF THE REST...

KEY THINGS TO REMEMBER

CC: PEOPLE AND KEEP THEM IN THE LOOP OF WHAT'S HAPPENING

MAKE SURE PERSON WITH LIST GETS AFFILIATE LINK AND THEN RECOMMENDS PRODUCT

SUGGEST TO THE PERSON WITH THE PRODUCT, TO ALLOW THE PERSON WITH THE LIST TO USE/SAMPLE THE PRODUCT SO THEY CAN REVIEW AND RECOMMEND IT TO THEIR LIST

IN **PART 3** I'LL SHOW YOU HOW TO FOLLOW UP WITH YOUR CLIENTS AND MAKE SURE YOU GET PAID, IN A SEAMLESSLY POLITE, NON-THREATENING YET PROFESSIONALLY **FIRM** APPROACH;-)

The email below is to be used for arranging the deal mentioned below:

#4 (REJECTS TREASURE CHEST)

So let's say, you've tried to set something up and they for some crazy reason. Don't see the value in the opportunity you present. You can ask them about the lists of people that didn't buy from them and offer them the product, you were trying to offer to their buyers or subscribers!

They have nothing to lose only to gain!

Mr J made \$200,000 doing this. He was selling a training program to put people into a certain type of business. He went through 'Entrepreneur Magazine' and saw 2 other people that had a similar training program to his own...

...He went to them and asked them: "If they would let him furnish them with a letter, they would send to their existing people who paid to go to their training"

They said, "no." (In your case they might say Yes!)

He said fine, *"Do you have prospects that inquired and didn't convert to customers?"*

They said, *"Sure, we have tonnes of them."*

He said, *"Great could you sign a letter to them that said in essence this..."*

"WE WERE GRATIFIED WHEN YOU INQUIRED, WE WERE SADDENED WHEN YOU DIDN'T TAKE ADVANTAGE OF OUR TRAINING, BUT WE REALISE THERE MUST HAVE BEEN ONE OF A FEW REASONS, EITHER THE TIMING WASN'T RIGHT, IT WAS TOO EXPENSIVE OR THE OPPORTUNITY DIDN'T WORK FOR YOUR SKILL SET. IF YOU'RE STILL WANTING TO GO INTO BUSINESS FOR YOURSELF, THERE IS ONLY ONE OTHER PERSON WE THINK MIGHT HELP YOU"

They recommended Mr J and he made \$200,000 by getting access to those two lists and offering his service to them.

You can do this for your employer or other companies! Make relationships with them on their behalf! Give it a whirl! Make lemons out of lemonade. Even if your prospect says, "Yes" and allows you to do a deal with their buyers list. **Still ask about the people who haven't brought and offer your partners product to them as well!**

The email below is to be used for arranging the deal mentioned below:

#5 (START WHERE YOU ARE STANDING)



MAKE YOUR EMPLOYER & MAKE A VERY SIMPLE PROPOSITION

SUBJECT: A SIMPLE PROPOSITION

Dear (Name of your employer),

I just wanted to take this opportunity to express my gratitude for my role at (name of company).

I have for some time been contemplating, how I may make myself more valuable to our organisation and have a simple proposition for you.

"If on my own time I'm able to identify, organise, implement in the most conservative manner, (so that it's no risk to the company); processes mechanisms, activities, efforts, that will increase massively the amount of profit, sales etc, that we make. Which will never jeopardise the business activities, the customer activities that will only increase value and not take any away, which we are committed to.

If I can do that for the company, if it makes a lot of money, can I get back 10p for every £1 I make you; for as long as it keeps working?

Yours Sincerely,
(Your name)

WHEN THEY RESPOND THEY MAY ASK WHAT YOU HAVE IN MIND, YOU CAN TELL THEM AND WHEN THEY AGREE EMAIL THEM BACK AND SAY:

Thank you I appreciate it. Would you mind putting our agreement in a simple letter for me?

Kind Regards,

(Your name)

THEN YOU SET UP THESE RELATIONSHIPS WITH OTHER COMPANY'S PRODUCTS AND LISTS AND HARVEST YOUR SHARE OF YOUR EMPLOYER'S PROFIT! IT'S ALL ABOUT ADDING VALUE... YOU CAN ALSO DO THIS FOR OTHER COMPANIES BESIDES YOUR OWN.

IN PART 3. GETTING PAID THERE IS A LETTER CALLED "TERMS OF AGREEMENT" I HAVE PROVIDED, WHICH YOU CAN DOWNLOAD AND TAKE ADVANTAGE OF, EDIT AND USE AS APPROPRIATE.



If You are Making a Phone Call...

IF YOU FEEL NERVOUS READ THIS BEFORE YOU CALL:

I AM NOT THE ISSUE, IT'S ABOUT GIVING PEOPLE THE CHANCE TO SUCCEED. IT'S MY ETHICAL DUTY; I AM DOING A DIS-SERVICE IF I DO NOT OFFER EVERY BUSINESS OWNER THE OPPORTUNITY TO TAKE ADVANTAGE OF MY SERVICES. THEIR LIVES AND THEIR CLIENTS ARE DEPENDENT UPON WHAT I CAN DO FOR THEM, TO FULFIL THEIR FULL POTENTIAL.

THIS BELIEF WILL DEVELOP MY CONVICTION SO THAT WHEN I PICK UP THE PHONE, PEOPLE WILL THINK 3 THINGS ABOUT ME. I AM ENTHUSIASTIC AS HEAVEN, SHARP AS A TACT AND I HAVE THEIR BEST INTEREST AT HEART.

YOU WANT TO COME ACROSS IN A FRIENDLY WAY AS SOMEONE REALLY INTERESTED TO FIND OUT MORE ABOUT WHAT THEY DO OR HAVE TO OFFER, SO START THE CONVERSATION IN THAT TONE..

THE SCRIPT BELOW IS TO INITIATE THE FIRST CONTACT AND BUILD A FANTASTIC RAPPORT WITH THE PERSON ON THE PHONE. ONCE YOU HAVE READ THIS PART, YOU SMOOTHLY TRANSITION TO THE APPROPRIATE TEMPLATE FOLLOWING ON PAGE 8:

WHEN THE PHONE RINGS AND THEY "HELLO..." YOU SAY...

"Hi how's it going? Is this...(name of person or website)? It is... ok great! I found you on Google, I'm just calling because I was looking at your website and I was really enjoying it, I love what you do... How long have you been doing this? Do you like it? What do you like best? What's the best feedback you've had from a customer? What were you doing before this? How many customers do you have? Business is good? Have you met the owner? What's their name? How long have they done this?

You know what, I'm so sorry I'm getting side tracked here I'm so interested in everything you had to say. I can see why your website is as popular as it is... You obviously care about people and providing a high quality of service. I just think that's awesome. I wish there were more people in the world like you.

The reason why I'm calling is because we/I'm actually interviewing right now for a couple of different (companies)... " **(NOW TRANSION TO THE APPROPRIATE TEMPLATE ON PAGE 8...)**

PLEASE NOTE: IN SOME CASES YOU MAY ALREADY BE SPEAKING WITH THE WEBSITE OWNER OR THE PERSON WHO YOU NEED TO WORK WITH, SO YOU CAN SAY JUST GO STRAIGHT ON CONTINUING TO THE APPROPRIATE TEMPLATE FOR THE SITUATION, YOU WISH TO SET UP.

IF YOU AREN'T TALKING TO THE RIGHT PERSON. THEN YOU CAN ASK THEM TO PUT YOU IN TOUCH WITH THE OWNER OR WHOEVER THE APPROPRIATE PERSON IS. THEN YOU CAN REPEAT THE SCRIPT ABOVE WITH THAT PERSON AND THEN FOLLOW ON TO THE APPROPRIATE TEMPLATE BELOW. (SEE THE BONUS 3RD PARTY CONNECTION TO SEE THE BEST WAY OF DOING THIS).

STRATEGIC CASH | BLUEPRINT

The phone scripts below are to be used for arranging the deals mentioned below:

#1 (INFO BROKER)

#2 (FREE PAID SEARCH)

#3 (SUBSCRIBER GOLD RUSH)

A) PHONE SCRIPT FOLLOW ON TO PERSON WITH PRODUCT

... I was doing a bit of surfing online and I came across your brilliant product (name),

I'm also subscribed to (name of newsletter, website or person you want to hook them up with). I thought your product would be a perfect match for their list of subscribers/customers.

I think they will love it and it will be of great value to them

If I put together a deal for you to offer your product with (name of newsletter, website or person you want to hook them up with)'s list. Would you be happy to give me 10p for every £1 you make?

B) PHONE SCRIPT FOLLOW ON TO PERSON WITH LIST

...I was doing a bit of surfing online and I came across this brilliant product, which I think will be perfect for your list. (Say why) The product is called "" It was created especially for

(Build credibility of other person and their products benefits)

(Considering you are the same) I thought it would be a perfect match

(I think those on your list, will love it and it will be of great value to them, they will love you for telling them)

(Mention a benefit of the product again)

The product consists of (whatever is in it) and sells for (\$ price). Since I'm "brokering" the deal for (product creator) the split would be 45% to you, 45% to (product creator), and 10% to me.

Does that work for you?

KEY THINGS TO REMEMBER

CC: PEOPLE AND KEEP THEM IN THE LOOP OF WHAT'S HAPPENING

MAKE SURE PERSON WITH LIST GETS AFFILIATE LINK AND THEN RECOMMENDS PRODUCT

SUGGEST TO THE PERSON WITH THE PRODUCT, TO ALLOW THE PERSON WITH THE LIST TO USE/SAMPLE THE PRODUCT SO THEY CAN REVIEW AND RECOMMEND IT TO THEIR LIST

The phone script below is to be used for arranging the deal mentioned below:

#4 (REJECTS TREASURE CHEST)

So let's say, you've tried to set something up and they for some crazy reason. Don't see the value in the opportunity you present. You can ask them about the lists of people that didn't buy from them and offer them the product, you were trying to offer to their buyers or subscribers!

They have nothing to lose only to gain!

Mr J made \$200,000 doing this. He was selling a training program to put people into a certain type of business. He went through 'Entrepreneur Magazine' and saw 2 other people that had a similar training program to his own...

...He went to them and asked them: "If they would let him furnish them with a letter, they would send to their existing people who paid to go to their training"

They said, "no." (In your case they might say Yes!)

He said fine, *"Do you have prospects that inquired and didn't convert to customers?"*

They said, *"Sure, we have tonnes of them."*

He said, *"Great could you sign a letter to them that said in essence this..."*

"WE WERE GRATIFIED WHEN YOU INQUIRED, WE WERE SADDENED WHEN YOU DIDN'T TAKE ADVANTAGE OF OUR TRAINING, BUT WE REALISE THERE MUST HAVE BEEN ONE OF A FEW REASONS, EITHER THE TIMING WASN'T RIGHT, IT WAS TOO EXPENSIVE OR THE OPPORTUNITY DIDN'T WORK FOR YOUR SKILL SET. IF YOU'RE STILL WANTING TO GO INTO BUSINESS FOR YOURSELF, THERE IS ONLY ONE OTHER PERSON WE THINK MIGHT HELP YOU"

They recommended Mr J and he made \$200,000 by getting access to those two lists and offering his service to them.

You can do this for your employer or other companies! Make relationships with them on their behalf! Give it a whirl! Make lemons out of lemonade. Even if your prospect says, "Yes" and allows you to do a deal with their buyers list. **Still ask about the people who haven't brought and offer your partners product to them as well!**

The email below is to be used for arranging the deal mentioned below:

#5 (START WHERE YOU ARE STANDING)



MAKE YOUR EMPLOYER & MAKE A VERY SIMPLE PROPOSITION

SUBJECT: A SIMPLE PROPOSITION

I just wanted to take this opportunity to express my gratitude for my role at (name of company).

I have been contemplating, how I can make myself more valuable to our organisation and have a simple proposition for you.

"If on my own time I'm able to identify, organise, implement in the most conservative manner, (so that it's no risk to the company); processes mechanisms, activities, efforts, that will increase massively the amount of profit, sales etc, that we make. Which will never jeopardise the business activities, the customer activities that will only increase value and not take any away, which we are committed to.

If I can do that for the company, if it makes a lot of money, can I get back 10p for every £1 I make you; for as long as it keeps working?

And would you mind putting it in a simple letter for me Sir/Mam?"

THEN YOU SET UP THESE RELATIONSHIPS WITH OTHER COMPANY'S PRODUCTS AND LISTS AND HARVEST YOUR SHARE OF YOUR EMPLOYER'S PROFIT! IT'S ALL ABOUT ADDING VALUE... YOU CAN ALSO DO THIS FOR OTHER COMPANIES BESIDES YOUR OWN.

IN PART 3. GETTING PAID THERE IS A LETTER CALLED "TERMS OF AGREEMENT" I HAVE PROVIDED, WHICH YOU CAN DOWNLOAD AND TAKE ADVANTAGE OF, EDIT AND USE AS APPROPRIATE.

BONUS: 3RD PARTY CONNECTION STRATEGY...

BELIEVE IT OR NOT, YOU ACTUALLY HAVE EVERYTHING YOU NEED RIGHT AT YOUR FINGERTIPS TO GET IN CONTACT WITH WHOEVER IT IS YOU NEED TO GET IN CONTACT WITH AND EXPLODE WHAT WE ARE DOING HERE VERY QUICKLY. I'M GONNA SHOW YOU HOW RIGHT NOW...

MAKE A PERSONAL LIST OF RESOURCES OF EVERYONE YOU HAVE EVER MET IN YOUR ENTIRE LIFE. EVERYONE ONE YOU HAVE EVER DONE BUSINESS WITH IN THE PAST. EVERY COLLEAGUE FROM EVERY JOB YOU HAVE EVER WORKED, ALL OF YOUR FAMILY MEMBERS, COUSINS AUNTS, ALL OF YOUR FRIENDS AND ACQUAINTANCES.

WHAT YOU DO WITH THAT LIST IS YOU CONTACT THEM AND INTERVIEW, REGARDING WHATEVER YOU ARE TRYING TO MARKET PRODUCTS OR SERVICES. SO LET'S SAY YOU HAVE A CLIENT WHO HAS A SKIN CARE LINE AND YOU WANT TO GET THAT SKIN CARE LINE INTO SPAS, YOU GO TO THE PEOPLE YOU KNOW AND SAY:

ME: "HEY SALLY (*HAVE A BIT OF SMALL TALK, THEN SAY*) YOU KNOW WHAT, I KNOW THAT WHAT I HAVE IS TOTALLY NOT GOING TO WORK FOR YOU BUT LET ME ASK YOU, DO YOU KNOW OF ANYBODY THAT IS IN THE SPA BUSINESS?"

SALLY: "Sure. Yeah I do. I actually go to a spa down the street."

ME: "REALLY? DO YOU BY CHANCE KNOW WHO THE OWNER OF THAT SALON IS?"

SALLY: "Actually I don't, but I know the person that does my massages and they obviously know who that is."

ME: "IS THERE ANY WAY YOU CAN GIVE ME THEIR PHONE NUMBER BECAUSE WE ARE TARGETING AND INTERVIEWING RIGHT NOW FOR JUST A FEW SELECT KEY GROUPS OF PEOPLE THAT ARE GOING TO HAVE ACCESS TO OUR LINE AND IT'S NOT FOR EVERYBODY BUT WE'RE INTERVIEWING WHO ARE GOING TO BE THE BEST POSSIBLE RELATIONSHIPS TO BE ABLE TO MARKET WHAT IT IS THAT WE HAVE.

WE DON'T WANT TO MESS WITH ANYBODY THAT DOESN'T KNOW WHAT THEY'RE DOING AND IT HAS TO BE SOMEBODY THAT CAN REPRESENT SOMETHING REALLY, REALLY WELL. SO IS THERE ANYWAY, CAN I GET HER NAME AND PHONE NUMBER FROM YOU?"

SALLY: Sure it's 555-5555

ME: AND HER NAME IS?

SALLY: Susan

THERE YOU GO. THERE IS A LEAD INTO THAT SPA. SO NOW ONCE YOU'VE DONE THAT, YOU'RE CALLING A MESSAGE THERAPIST (SUSAN) WHO YOU KNOW IS NOT THE OWNER OF THE SPA, YOU WANT TO GET THAT SKIN CARE LINE INTO. WHAT DO YOU SAY TO THAT PERSON? EASY...

Susan: Hello?

Me: Hi. SUSAN?

Susan: Hi.

ME: HOW'S IT GOING?

Susan: Good. How are you?

ME: YOU KNOW, MY COUSIN SALLY TOLD ME YOU DO MASSAGE.

Susan: Yeah, that's true.

ME: HOW LONG HAVE YOU BEEN DOING MASSAGE?

Susan: About a year and a half.

ME: NO WAY. HOW DID YOU GET STARTED IN MASSAGE?

ME: Ask more questions... (TELL ME ABOUT THAT. HOW MANY CLIENTS DO YOU HAVE? WHAT DO YOU LIKE ABOUT DOING (SERVICE)? IS THERE ANYTHING YOU DON'T LIKE ABOUT WHAT YOU DO? WHAT'S THE BEST EXPERIENCE YOU HAD WITH (SERVICE)? DO YOU ENJOY YOUR CO-WORKERS? HOW DID YOU EVER MEET THE OWNER TO GET THE INTERVIEW TO WORK IN SERVICE? HOW LONG HAVE THEY BEEN IN (SERVICE)?)

YOU KNOW WHAT I'M SO SORRY, I'M GETTING OFF TRACK I'M JUST SO INTERESTED IN EVERYTHING YOU HAVE TO SAY AND IT'S OBVIOUS WHY (MY FRIEND) HAS BEEN COMING TO YOU! YOU OBVIOUSLY CARE ABOUT PEOPLE AND PROVIDING A HIGH QUALITY OF SERVICE. I JUST THINK THAT'S AWESOME. I WISH THERE WERE MORE PEOPLE IN THE WORLD LIKE YOU! NOW THE OWNER YOU SAID WAS.... WHAT WAS HER/HIS NAME?

Susan: Elmatrude

ME: THE REASON WHY I'M CALLING IS BECAUSE WE ACTUALLY INTERVIEWING RIGHT NOW FOR A COUPLE OF DIFFERENT (COMPANIES) FOR A SYSTEM WHERE WE HAVE BEEN GETTING AMAZING RESULTS AND CAN ONLY WORK WITH (COMPANIES) WHO HAVE A REALLY HIGH STANDARD OF SERVICE AND ARE UNDERSTANDING, WHO REALLY WANT TO BE ABLE TO HELP PEOPLE. WHO WOULD USE WHAT WE HAVE, TO REALLY MAKE A DIFFERENCE IN PEOPLE'S LIVES. AND IT HAS TO BE IN THE HANDS OF SOMEONE WHO HAS REALLY HIGH ETHICAL STANDARDS. AND SO HONESTLY I'M JUST WONDERING IS (ELMATRUDE) THAT KIND OF A PERSON?

Susan: Oh Absolutely

ME: IS THERE ANYWAY AND IF NOT THAT'S TOTALLY FINE, THAT I COULD GET YOU SOME INFORMATION AS TO WHAT OUR COMPANY HAS TO OFFER. AND THEN YOU CAN JUST PLAY AROUND WITH IT TO SEE IF IT WORKS FOR YOU AND IF IT DOESN'T NO HARD FEELINGS AT ALL. IF SO WELL THEN WE TAKE THE NEXT STEP!

WE HAVE A NUMBER OF (BUSINESS) THAT ARE TAKING A LOOK AT IT RIGHT THIS MINUTE AND WE DON'T REALLY QUITE KNOW WHO IT IS, THAT WE WANNA WORK WITH, BUT WE ARE CONDUCTING SOME INTERVIEWS FOR A GOOD RELATIONAL FIT, WITH PEOPLE WHO REALLY CARE ABOUT PEOPLE AND WANT TO SEE THEIR GET(SITUATION) BETTER. WILL THAT WORK FOR YOU?

WOULD YOU MIND GIVING ME (ELMATRUDE'S) NUMBER SO I CAN SHARE, WHAT I SHARED WITH YOU WITH HER/HIM?

Susan: Sure it's 555-555

ME: (SUSAN) THANK YOU SO MUCH, I APPRECIATE YOU SPENDING THE TIME TO DISCUSS THIS WITH ME. I WISH YOU THE BEST WITH WHAT YOU'RE DOING KEEP UP THE GOOD WORK! ENJOY THE REST OF YOUR DAY...



Now You Repeat the Same Process with the Owner!
What You Say to them is Actually Very Similar:

Elmatrude: Hello?

ME: HI. ELMATRUDE:?

Elmatrude: Hi.

ME: HOW'S IT GOING?

Elmatrude: Good. How are you?

ME: YOU KNOW, SUSAN TELLS ME YOU OWN THE PLACE.

Elmatrude: Yeah, that's true.

ME: HOW LONG HAVE YOU BEEN DOING MASSAGE?

Elmatrude: About 4 years

ME: NO WAY. HOW DID YOU EVER GET STARTED IN MASSAGE?

ME: Ask more questions..... (TELL ME ABOUT THAT. HOW MANY CLIENTS DO YOU HAVE? WHAT DO YOU LIKE ABOUT DOING (SERVICE)? IS THERE ANYTHING YOU DON'T LIKE ABOUT WHAT YOU DO? WHAT'S THE BEST EXPERIENCE YOU HAD WITH (SERVICE)? DO YOU ENJOY YOUR TEAM? HOW'S BUSINESS, GOOD?

YOU KNOW WHAT I'M SO SORRY, I'M GETTING OFF TRACK I'M JUST SO INTERESTED IN EVERYTHING YOU HAVE TO SAY AND IT'S OBVIOUS WHY YOU HAVE SO MANY CLIENTS AND WHY SUSAN SPEAKS SO HIGHLY OF YOU! YOU OBVIOUSLY CARE ABOUT PEOPLE AND PROVIDING A HIGH QUALITY OF SERVICE. I JUST THINK THAT'S AWESOME. I WISH THERE WERE MORE PEOPLE IN THE WORLD LIKE YOU!

THE REASON WHY I'M CALLING IS BECAUSE WE ACTUALLY INTERVIEWING RIGHT NOW FOR A COUPLE OF DIFFERENT (COMPANIES) FOR A SYSTEM WHERE WE HAVE BEEN GETTING AMAZING RESULTS AND CAN ONLY WORK WITH (COMPANIES) WHO HAVE A REALLY HIGH STANDARD OF SERVICE AND ARE UNDERSTANDING, WHO REALLY WANT TO BE ABLE TO HELP PEOPLE. WHO WOULD USE WHAT WE HAVE, TO REALLY MAKE A DIFFERENCE IN PEOPLE'S LIVES. AND IT HAS TO BE IN THE HANDS OF SOMEONE WHO HAS REALLY HIGH ETHICAL STANDARDS.

IS THERE ANYWAY AND IF NOT THAT'S TOTALLY FINE, THAT I COULD GET YOU SOME INFORMATION AS TO WHAT OUR COMPANY HAS TO OFFER. AND THEN YOU CAN JUST PLAY AROUND WITH IT TO SEE IF IT WORKS FOR YOU AND IF IT DOESN'T NO HARD FEELINGS AT ALL. IF SO WELL THEN WE TAKE THE NEXT STEP!

WE HAVE A NUMBER OF (BUSINESS) THAT ARE TAKING A LOOK AT IT, RIGHT THIS MINUTE AND WE DON'T REALLY QUITE KNOW WHO IT IS, THAT WE WANNA WORK WITH, BUT WE ARE CONDUCTING SOME INTERVIEWS FOR A GOOD RELATIONAL FIT, WITH PEOPLE WHO REALLY CARE ABOUT PEOPLE AND WANT TO SEE THEIR GET (SITUATION) BETTER. WILL THAT WORK FOR YOU?

Elmatrude: SURE!

ME: SO WHAT'S THE BEST EMAIL ADDRESS I SHOULD SEND THIS TO?

Elmatrude: elmatrude@yadayadaya.com

ME: (ELMATRUDE) THANK YOU SO MUCH, I APPRECIATE YOU SPENDING THE TIME TO THIS DISCUSS WITH ME. I WISH YOU THE BEST WITH WHAT YOU'RE DOING KEEP UP THE GOOD WORK! ENJOY THE REST OF YOUR DAY... I'LL BE IN TOUCH!



NEXT You Send them an Email Echoing the Sentiments on Page 4

Hi (Name),

It was a pleasure to speak with you, as promised here is the information below:

The product is called "" It was created especially for

(Build credibility of other person/company and their products benefits)

(Considering you are the same) I thought it would be a perfect match

(I think those on your list, will love it and it will be of great value to them, they will love you for telling them)

(Mention a benefit of the product again)

The product consists of (whatever is in it) and sells for (\$ price). Since I'm "brokering" the deal for (product creator) the split would be 45% to you, 45% to (product creator), and 10% to me.

The sales letter is available at;
www.weblink.com

Let me know if you think this would be of benefit to your customers and I'll begin making arrangements right away.

Thanks!

[YOUR NAME]

BY THE WAY YOU CAN USE THIS 3RD PARTY CONNECTION STRATEGY, IN CONJUNCTION WITH THE OTHER SCRIPTS IF YOU LIKE... EXPERIMENT AND SEE WHAT SUITS YOU BEST! EITHER WAY THESE, SCRIPTS WORK GREAT AND YOU'LL FIND THEM EXTREMELY PROFITABLE I CAN ASSURE YOU!

FREE Phone Calls

IF ANYONE WANTS TO SPEAK WITH YOU; AFTER EMAILING BACK AND FORTH AND HAVE AN ACTUAL CONVERSATION AND YOU ARE WORRIED ABOUT PHONE CALL COSTS. YOU CAN ALWAYS CONNECT WITH THE PERSON ON SKYPE FREE.



www.skype.com

IF FOR SOME REALLY STRANGE REASON, THEY DON'T WANT TO CONNECT ON SKYPE YOU CAN CALL THEM INEXPENSIVELY USING A SERVICE CALLED VOIP STUNT. YOU CAN CALL LAND LINES FREE ANYWHERE IN THE WORLD FOR 90 DAYS EACH TIME YOU TOP UP €10. MOBILE NUMBERS ARE NOT FREE BUT PRETTY LOW COST.



www.voipstunt.com

Want MORE People SAYING YES to Taking You Up On Your Offer?
and Paying You MORE!

IF YOU WANNA MAKE THIS REALLY FLY FOR YOU AND YOU WANT TO BE ABLE TO DELIVER THE PERFECT PRESENTATION FOR WHAT YOU DO EVERY TIME... IF YOU WANT TO HAVE PEOPLE INTRIGUED AND EXCITED ABOUT TAKING YOU UP ON YOUR OFFER... AND IF YOU WANT THE ABILITY TO HAVE THEM EAGER TO PAY YOU PREMIUM FEES FOR YOUR SERVICES

JOIN OUR **DELUXE** AND **ULTRA DELUXE** MEMBERS ALREADY MAKING HEADWAYS...
MAKE YOUR WAY OVER TO THE DASHBOARD IN THE MEMBER'S PORTAL AND UPGRADE!

	STANDARD	DELUX	ULTRA DELUX
INVESTMENT	N/A	£1,130	£2,000
THE EPIC LIFE: £29.95/mo	1 MONTH FREE	3 MONTHS FREE	6 MONTHS FREE
LISCENSED VIDEO: TO GET CLIENTS NOW	✗	✓	✓
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