

## CONFERENCE CALLING INVITATION- PILZER

Pre-arrange to make the calls.

1. You phone your IBO "John" (John, I will phone you)
2. I will push "recall" to put John on hold (John goes on hold, I get dial tone)
3. I dial John's prospect
4. You: *"Hello ....., my name is ..... and I am a friend and business colleague of John Doe and he just mentioned your name. Actually, I have John on the other line right now, just a second....."*
5. Push "recall 3"
6. You: *"Are you there John, we have..... on the line now"*
7. John: *"Hi ....., glad you could get a chance to talk with my good friend (Your name). She ..... is a highly respected business associate of mine. We are working on some great ideas together (Your Name), can you fill ..... in?"*  
  
You: *"Yes, ....., we are currently working on a project that is heavily endorsed by Professor Paul Zane Pilzer, He is a Professor of Economics who has been extremely accurate in predicting future business trends. He forecasted the rise of the internet! His latest prediction is about how looking and feeling younger will be the next trillion dollar industry. You've probably heard of him. Anyway, I was having a chat to John last week, and your name came up. John said you were a pretty switched-on kind of person and interested in good health and good looks, so the purpose of this call is to see if we could get together one night next week for a chat. Obviously we will need to meet in person, would ..... night suit you or is daytime better for you?"*
8. Prospect: **"Yes" (Go to 9 below)**  
OR  
*"What's it all about?"*  
You: *"Well, what we do is work in the area of Business Development assisting people to take financial advantage of the latest business trends. Are you familiar with Professor Paul Zane Pilzer's teachings?"*  
Prospect: *"Not really"*  
You: *"Well, in that case, I'm sure you will be absolutely fascinated. Obviously we don't know each other and I can't promise anything, but what I'm looking for is your first impression of the whole project, not just bits & pieces over the phone, so I am sure you will be happier if we discuss the project in detail on .....night. Would 6.30 pm or 8.00 p.m. suit you best?"*  
Prospect: **"Yes" (Go to 9)** OR  
*"Well I really need to know more"*  
You: *"Hey, no problem at all, let's leave it for now, John was speaking so highly of you – that I was just so keen to meet with you – but it sounds like the timing is not right. Thanks for the chat"*  
John: *"(Prospect)....., may I suggest., that I lend some material to you first to give you a bit more background and perhaps we can arrange to pick it up and get some feedback when we give you a call next week. Great talking to you....."*  
(John to send off "The Next Trillion" cd or "A Healthy Alternative" cd)
9. You: *"Fine – we'll look forward to seeing you then, can I just confirm the address and time again?"*