



## Telephone script

Hi Jan it's Stella – How are you?

**I'm well thanks Stella – and you?**

I am great thanks Jan – Have you got a minute to talk?

**Yes sure**

Jan I don't know if this will be of interest to you, but I've just started my own home based business which I'm really excited about, and I'd love you show you what I'm doing.

Now I don't know if it will be of any interest to you, only you can decide that, but I know that if it isn't for you, you will know someone who would be interested, and that would really help me.

So my question is Jan, would you be willing as a friend **(or)** someone I respect in business **(or)** someone who has done well for themselves to let me to show you what I do. It will only take 30 – 40 minutes over a coffee/in front of your pc.

**So what is it!!**

Jan it's very hard to describe over the telephone as it's very visual – as I said it will only take around 30 minutes or so, and again only you can decide if it is of interest.

Of course if it doesn't interest to you, you may know someone who could be interested and that would really help me.

SO... when can we find some mutual time to get together/get you in front of your pc?

**You must be able to tell me something about it?**

As I said it's very visual and we really do need to sit down together/ get in front of your pc.

However the company is now a 35 year old privately owned company. It operates in one of the fastest growing industries in the world today, the Wellness Industry and is still privately owned, cash rich and totally debt free. It trades in over 150 countries worldwide, underpinned by 1.5 billion in owned property, and has a very exciting part or full time opportunity whether you are 18 or 80.

Beyond that Jan, I really need to show it to you for you to get the full picture. So... will you help me?

**Yes that's fine.**

Brilliant... So when are you free? That is works for me. Now do you want me to call you the evening before to remind you, or have you made a note of it already?

A. OK so I will see you on.... at.....

B. OK I will send you an e-mail with all the details of the online 1-1.

Great talking to you Jan – see you on..... Bye for now