



## Telephone pitches

- If I could show you a way of halving your hours and doubling your income, would you look at it?
- I've just got involved in a business and I don't know if I've done the right thing. I wonder if you would take a look at it and tell me I've made the right decision because I really value your opinion.
- Do you know of anyone who could use an extra £100-£500 a month without compromising what they currently do?
- Listen John; I'm going to ask you the same question I was asked. John if you were absolutely convinced after checking it out fully that it was possible for you to earn LEGALLY £10,000 plus a month, and after a few years hard work you could walk away from it and still carry on earning, without any major upfront investment whatsoever, would you be open to looking at it?
- John if I could show you a business that's legal, moral and ethical. The start up is minimal, but the earning potential is substantial. If I then told you that this is royalty based on a semi passive basis, but more importantly it would give you lots of quality time to pursue hobbies or spend more time with the family and the money to do this, would you be open to take a look at it?
- John, have you ever wanted to have your own business?  
If I could show you a business that you could start for as little as £200 with the potential to pay you what the chairman of IBM earns, and the company you partner would take care of all the research and development, packaging, wages, opening of foreign markets, and all the legal matters, would you be open to investigating it.
- John, you know that you keep saying you need a bigger house! have you found a way to afford it yet? (probably not) well I think I have found a way in which you can have it sooner rather than later. Are you free for 40 minutes or so on Tuesday evening so that I can outline it for you (this could relate to anything, car, horse, bigger home, holidays etc)



## Telephone pitches cont.....

➤ Hi John how are you.....

John I have just started my own business with the help of a couple of people and I am very excited by it.

John I'd love to show you what I'm up to over a cup of coffee. Now it may not interest you... only you can decide that, but statistics show that if I show it to 10 people, 3 will be interested and 7 won't, and if you're not interested, I know you'll know someone who could be, and that would really help me.

John I would love you to be one of the 3 who are interested, but if you're one of the 7, then that's ok too.

So when can I buy you a cup of coffee and show you what I am up to, it will take around half an hour, that's all.

WHAT IS IT

John if I thought I could explain it in a couple of sentences on the phone, I would. However experience has shown that for you to get the complete picture without me missing anything out, you need to take a visual look.

As I said it will take around 40 minutes.

So... when would be good for you?? I can do Tuesday evening at 7 or Wednesday at 8. Which would suit you best? Oh and by the way... I am buying the coffee.