

Elizabeth Weber Script Notes for 10-3-2 or 3-1-2
For calling Top 10 of people in your group...

Hi Joe,

You don't know me personally but **(Insert Distributor Name)** asked me to give you a call. He/She thought you might be willing to help her out. Am I catching you at a good time?

The reason for the call is we are expanding a very successful business in the area and are looking for a few key people who are...**(add description – sharp, well-connected, entrepreneurial).**

(Distributor) tells me you are in the... **(sales, insurance, real estate etc.)** industry and are... **(use description here from the bio sheet).**

This may or may not be for you but an opportunity exists for a lot of money to be made. Can you make yourself available on...**(add date for meeting or kickoff)**. Great, we will be presenting the business plan in more detail. I'm looking forward to meeting you.

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If they ask for more info or what is it, say:

It is a unique business concept called the Unfranchise, have you heard of it?

No, What does it involve? We are revolutionizing the way people shop in person and through the Internet. I'm really looking forward to showing it to you on... **(insert date).**

Then GET OFF THE PHONE.

Additional statements you can use maybe in person...

If I can show you how to make a 6 figure residual income without giving up what you currently do, would you follow a proven business plan?

If I can show you a way to double or triple your income without giving up what you do now, would you be interested?

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