

## ***Inviting to Private Business Reception***

Read and practice several times before you make the call. Be natural, be yourself. Put this script in words that sound like you. Practice! Practice! Practice!

**Hello\_\_\_\_\_this is \_\_\_\_\_how are you? Good. Did I catch you at a good time? Great. I am calling you because I have started my own Business and I am very excited. It's probably not for you but you may know somebody else who is interested. On \_\_\_\_\_ at \_\_\_\_\_. I am celebrating the LAUNCH of my business and I would love for you to come and celebrate with me. I'm going to have some refreshments and one of my partners will be there to share with you where we are going and what kind of people we are looking for. Like I said, it's probably not for you but I do value your feedback. Can I count on you?**

(If they ask what is it, tell them, "It's Pre Paid Legal Services, are you available?") Yes, if they continue to ask questions, tell them that is why you are having your PBR and everything will be explained).

### **THE DAY BEFORE THE PBR**

**Hello\_\_\_\_\_this is \_\_\_\_\_. (Let them respond) I have on the phone with me \_\_\_\_\_he is on of my new business partners that's working with me. Just a little bit about \_\_\_\_\_. He/she is helping me get started. He/she likes to have fun, but what I appreciate most about \_\_\_\_\_is his/her willingness to help me and countless others succeed in this business. He/she will be there on \_\_\_\_\_and he just wanted to say HELLO. \_\_\_\_\_please meet \_\_\_\_\_.**

**(BE QUIET, DON'T SAY ANOTHER WORD!!!!)**

### **The Expert**

**Hi!!! I just wanted to meet you real quick** (toss in rapport building statement – if you know anything about them that matches up with who you are...where they are from...do you have a related career...hobbie...something in common) Ex. I hear you went to the U of A; I went there too! Love your basketball team!

**Ray's told me a bit about you. He's been very impressed with \_\_\_\_\_(.... your excited attitude...your background...your ability to make things happen...) I look forward to meeting you tomorrow. We don't want to take up a lot of your time right now. Have a great evening. I look forward to meeting you tomorrow. Goodbye.**

(After the "Expert" is finished and says goodbye you say goodbye also)