

Scripts for Companies with a Travel Product

Script 1:

You: Hey ____how are you doing?

Response: I'm doing well.

You: I've got a quick question for you. Listen, I've got a major Grand Opening that I'm doing. I've just partnered up with one of the largest travel agencies in the world, and I'm doing a Grand Opening release party at my home on _____ night. I would like to have you (and your wife, if applicable) come by to participate in our grand opening. Can I count on you to be there?

Response: Yes.

You: Great, it starts at 7pm sharp, casual dress, and we are going to have a lot of fun, but also there may be an opportunity for you to participate, but we will talk about that when you get here.

Response: I don't know anything about travel.

You: Listen, the company says if you'll refer me to 6 people and I'll do all the work, for every 6 people that you refer me, the company will send you a \$1300 commission and I'm doing the work. We will discuss all the details when you get here. I'll see you then.

Script 2:

You: Hey ____how are you doing?

Response: I'm doing well.

You: Good that sounds great! I have a real quick question and I need a quick answer if you don't mind. I've just partnered up and did a joint venture with a company that has a goal to be one of the largest travel companies in the world by 2011. There are major 6 figures, maybe even 7 figure income potential. I'm doing my first Grand Opening at my house. I have some very sharp people in the travel industry that is going to be here. Let me ask you a question, does travelling for less and making a bunch of money interests you?

Response: Yes, but I don't know much about the travel industry.

You: Listen I don't know anything about it either. All I know is how to take vacations. 7 pm why don't you be here and they are going to explain everything about the travel industry. This may not even be for you, but I at least want you to participate and see what I am going to be doing because I would love to get your travel business.

Response: Is this one of those Timeshare things?

You: Absolutely not, I don't know anything about Timeshares. As a matter of fact, I want you to come on a non-committal basis. I am not going to commit anything to you because you may not even qualify to make the type of money that they are going to talk about. But like I said, worst case scenario I would like to earn your travel business. So why don't you come over at 7pm and we'll have a lot of fun.

Response: Ok, I'll be there at 7pm.

You: Great, I'll see you there.

Script 3:

You: Hey ____ how are you doing?

Response: I'm doing well.

You: Listen, I've got something that I need to talk to you about. I don't have a lot time, and as a matter of fact I was just thinking about you. If the opportunity became available for you to put an extra \$5000 per month in your pocket, would take 45 minutes of your time to evaluate a concept.

Response: What kind of concept?

You: It is a concept regarding the travel industry that I just joined ventures with. Our company is going to be one of the largest travel companies in the world. Our company has put together some incredible commissions

Response: Is this network marketing?

You: Is network marketing something that you are looking for?

Response: No. I've tried something similar before.

You: You know I don't blame you. That is why I recommend that you come over here. Listen the worst thing that could happen is that you give me your travel business. I'm sure you would rather give it to me than to give it to Expedia. Right?

Script 4

You: Hey ____ how are you doing?

Response: Good.

You: Listen I have a question for you. If I found a way to make a fortune over the internet in the next 6-12 months, would you want to know about it?

Response: I don't know anything about the internet.

You: You know what, I didn't either. Let me ask you a question, do you know anything about making a fortune?

Response: No.

You: Exactly. That's why you need to be here so that I can show you. 7pm Tuesday at my house, can you prioritize your time and make it to my house on time?

Response: Can you tell me a little bit more information?

You: It's about making a fortune over the internet. All the details will be discussed when you get here. Let me ask you a question. Are you looking to make a fortune or are you satisfied with your current state of affairs.

Response: No, I am not satisfied.

You: Have you ever known me to get involved in anything that wasn't profitable?

Response: No.

You: Do you prioritize your time according to income potential?

Response: Yes.

You: Okay then what are you going to be doing on Tuesday at 7pm that has the potential to put 6 figures or 7 figures in your pocket this year?

Response: Nothing.

You: Ok, that's why you need to be at my house. I can count on you to be there at 7pm, right?

Response: Yes.

You: Great, see you there.

Script 5

You: Hey how are you doing?

Response: Good.

You: Listen, I would love to catch up with you, but I called you for a specific purpose. I was thinking about you and I need to ask you a specific question. Do you have a second?

Response: Yes.

Listen, I just partnered up with one of the largest travel companies in the world and they have goal to become the largest travel companies by 2010. And based on my efforts and theirs I'm going to help them accomplish that goal. Let me ask you this question. Listen, Let me ask you this question do you like traveling for less and making a bunch of money?

Response: Yes

You: What does your schedule look like Tuesday night at 7pm?

Response: I have nothing going on.

You: Listen, be at my house to discuss exactly what I just asked you. I'll see you at 7 right?

Response: Yes.

You: Now _____ I have limited seating at my house. It is going to be a private event. I only have a couple of spots left. Can I put you down to be there for sure or should I find someone else that wants to replace you?

Response: I'll be there for sure.

You: Great, I'll see you there.

Script 6

You: Can I speak with _____?

Response: This is _____.

You: How are you doing?

Response: I'm doing well.

You: Great, real quick _____ I would love to catch up with you, but I am calling for a specific purpose. I just partnered up with one of the largest travel companies in the world, and we are launching a major project with some high-powered people. Let me ask you a question. Does traveling for less and making a bunch of money in the process interest you?

Response: Is this network marketing?

You: Are you looking for network marketing?

Response: No

You: Then listen, you need to be at my house at 7pm. Can I count on you to be there or should I call someone else?

Response: Well what is it about?

You: Listen _____, I'm going to ask you again because I am short for time. Does traveling for less and making a bunch of money in the process interest you? Yes or No.

Response: Yes.

You: _____ can I count on you to be there Tuesday at 7pm?

Response: Yes

You: I'll see you Tuesday at 7pm.

Script 7

You: Hey ____ how are you doing?

Response: I'm doing well.

You: I need to ask you a very important question. Can you get to a quiet place?

Response: I'm in a quite place.

You: I just launched a major project with one of the largest travel companies in the world. I have just partnered with some very high-powered folks. Let me ask you this question. Does traveling for less and making a bunch of money in the process interest you?

Response: Yes.

You: Fantastic, Tuesday at 7pm, rearrange your calendar to get the full story along with all the details here at my place. Be casual, but be on time. Will I see you there?

Response: Can you give me the details?

You: _____ would you agree that the travel industry is a huge industry?

Response: Yes, that's a huge industry.

You: Well that's how many details that I got to talk to you about. A lot of them. So, Tuesday at 7pm, I'm going to get into all the details. Can I count on you to be there?

Response: Yes.

You: Now _____ It is critical that you understand that it is a very small and private meeting. Just a few folks are going to be here as I told you, just some high-powered folks. So I'm going to let them know you are going to be here. I'm going to put you down to be here for sure. I'll see you there.

Script 8

You: Hello _____ are you available right now?

Response: Yes.

You: How are things going?

Response: Good, how about you?

You: Things have been incredible, Listen, _____ I'm calling you for a specific purpose. Do you have a quick moment?

Response: Yes

You: Real quick can you get to a quiet place with no distractions? I have something critically important that I've got to ask you.

Response: I'm in a quite place.

You: ____, listen to me, I just launched a major project with some very, very high-powered people in the travel industry. We have a goal to become the largest travel company in the world in the next three years. Listen, my question to you is this, "Does traveling for less and making a bunch of money in the process interest you?"

Response: What's this about?

You: _____, let me ask you again, "Does traveling for less and making a bunch of money interest you?"

Response: Yes.

You: Then what does your schedule look like, Tuesday at 7pm?

Response: What's the company name?

You: _____, I am going to cover all the details including the company name Tuesday at 7pm at my house. I'm calling you because I knew that you would want to get this information and you would want all the details. Wouldn't you?

Response: Yes

You: Then Tuesday at 7, can you prioritize your schedule and be at my place on time? I want to introduce you to some high-powered people that I have partnered with. It is critically important that I see you there. I am going to let them know you are going to be there. Are you sure that you are going to there, or should I replace you with someone else?

Response: I'll be there.

You: Great I'll see you there.

Script 9

You: Hello is ____ there?

Response: Yes, this is ____.

You: Hey its _____ how are you?

Response: I am good.

You: I would love to chat but I am calling for a specific purpose. I need you to be in a quiet place with no distractions, let me know when you're ready.

Response: I am ready.

You: What does your schedule look like Tuesday at 7 pm?

Response: I have a basketball game.

You: Listen, _____ let me rephrase my question, what do you have going on this Tuesday at 7pm that stands to put \$3,000.00 in your pocket this week like its done for so many people, I've just recently met.

Response: Nothing.

You: Does Traveling for less and making a bunch of money in the process interest you?

Response: Yes, Absolutely

You: Listen, If making \$3,000.00 this week is important to you than rearrange your schedule to be at my house Tuesday at 7pm. Can I count on you to be here or should I scratch your name off the list and call someone else. So what do you want me, to do put your name to be here or call someone else?

Response: I'll be there.