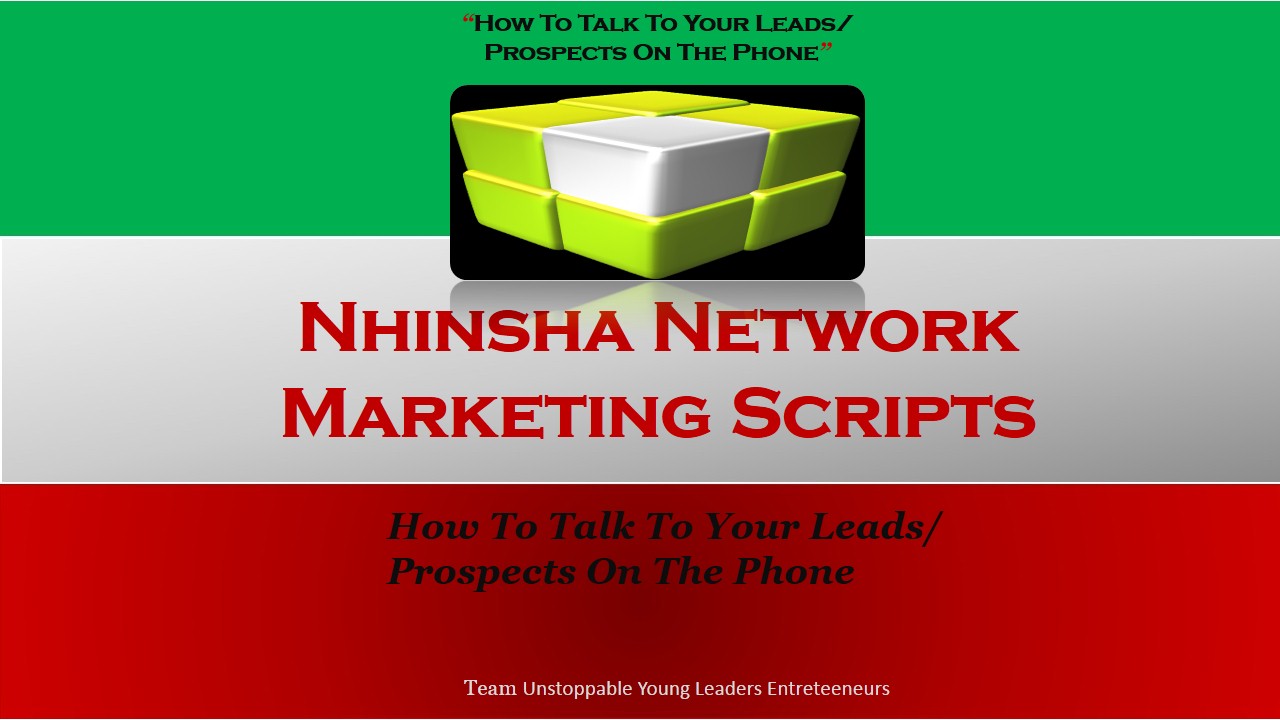
****

**Nhinsha Network**

**Marketing**

**Scripts**

**How To Talk To Your Leads/**

**Prospects On The Phone**

Hi Friends and Partners,

This document contains the scripts na pwede mong gamitin kapag tatawagan at

pag magfa-follow up ka na sa phone ng mga na-generate mong mga leads at

prospects mula sa 'yong mga ads or website. These closing scripts ay base sa

mga itinuturong closing scripts ng mga multi 7 figure earners internet network

marketers.

I use this scripts my self kapag tumatawag ako sa mga leads at prospects ko

and this is why I know that these scripts works like crazy. Yung iba sa inyo ay

matatandaan pa ang mga lines na 'to nung first time ko kayong nakausap

nakausap sa phone. ( ;-) Hopefully 'di halatang scripted that time)

Sa simula, maaaring maging hindi ka pa komportable sa mga lines na 'to.

Medyo kakabahan ka pa (I know, ganun din ako nung una), medyo mauutal-utal

ka pa. Pero hindi din magtatagal ay mawawala din yun. Ang kaylangan mo lang

gawin para masolve yun ay praktisin mo ng madaming beses ang scripts na 'to.

Call your leads and prospects and talk to them, hanggang sa maging

komportable ka na sa pag gamit ng scripts and then eventually, hindi mo na

kakaylanganin na basahin 'to dahil mai-internalize mo na yung scripts and you

will soom be able to execute them very naturally.

I really hope na malaki ang maitulong sa 'yo ng eBook na 'to.

May you reach all your dreams and aspirations in life,

You only got one shot in this thing called Life,

Give your best and Go for it!

Sincerely,

Dennis Torres

**This training resource is exclusive for team Unstoppable Young leaders Entreteeneurs members use only.**

**Thank you for not giving this document away to others.**

**INTRODUCTION**

First Thing you need to do is pick up that dang cellphone/phone and

dial that keypad.

Bakit ba natin kaylangang tawagan ang ating mga leads at prospects?

Eto ang palaging nangyayari madalas, ang prospect napanuod yung video.

Pagkatapos nyang panuorin ay naging interesado sya. Nakita nila na ang

susunod na kaylangan nilang gawin para makapag start sa business ay

kontakin ka. At eto ang sasabihin nila *"Maya ko na lang to Ite-text"* at hanggang

sa makalimutan na nila na interesado pala sila na mag karon ng home based

business. Kaya ano pang hinihintay mo.. Call your leads. Remember they Opt In

at your website or they inquired from your ads because they are interested to

know more about our opportunity. Go ahead and provide those information they

need and sponsor them.

Isang bagay na kaylangan mong tandaan kapag nakikipag usap ka sa

prospect, ay kaylangan mo ng POSTURE. Posture means na ikaw ay confident

sa sarili mo at sa mga sasabihin mo. Magkakaron ka ng confidence kung ikaw

ay may belief sa sarili mo, sa opportunity na inoofer mo at sa ating Team.

Isa pang ingridients ng Posture ay ang hindi mo pagiging emotionally

attach sa magiging desisyon ng iyong prospect. Ibig sabihin ay hindi ka

apektado kung sasali man sila o hindi. Ang tawag dito ay pagkakaron ng

Abundance mind set. Napaka importante nito!

Pag naramdaman kasi ng prospects na parang kaylangan na

kaylangan mo syang mapajoin, mas lalo pa syang hindi sasali. Feeling nya ay

gusto mo lang kumita kaya gusto mo syang mapasali. Pero kung mararamdam

ng prospect mo na andyan ka lang upang magbigay ng impormasyon at ipakita

ang opportunity, mas maa-attract sila sa 'yo at sa opportunity na inoofer natin.

Remember: Ang trabaho lang natin ay maibigay ang lahat information

na kaylangan ng prospect para sila ay makapag decide kung tama ba sa kanila

ang opportunity natin. Hindi natin kaylangan na mag convince. Professional

networkers sorts people, amateur networkers convince and hype people.

Ang hinahanap natin ay yung mga tao na magiging interesado na

gawin ang ating business. Yung mga tipo ng tao na pagka pay-in ay may

gagawing aksyon. Yung mga tao na may desire na maging successful. Yung

mga tao na may mga pangarap at gustong may marating sa buhay. Remember

this at magiging madali ang networking journey mo... Hawak mo na cellphone

mo? Ok, Let's DO this!

**INTRODUCTION and OPENING QUESTION**

*Hi* **Prospects First Name*,***

*My name is* **Your Full Name.** *I'm calling you dahil dun sa* ***hinihingi mong***

***additional information*** *from my ad on "How to Earn Extra Income Using The*

*Internet While at Home" tama ba?.*

OR

*Hi* **Prospects First Name*,***

*My name is* **Your Full Name.** *I'm calling you dahil* ***nagrequest ka ng additional***

***information*** *from my website on "How to Earn Extra Income Using the Internet*

*while at Home", tama ba naghahanap ka nga ba ng paraan para magkaron ng*

*additional source of income?*

OR

*Hi* **Prospects First Name*,***

*My name is* **Your Full Name.** *Nakuha ko tong number mo nung* ***nagrequest ka ng***

***additional information*** *from my website on "How to Earn Extra Income Using the*

*Internet while at Home", seryoso ka ba, naghahanap ka ba talaga ng paraan para*

*magkaron ng additional source of income?*

**ASKING PERMISSION to CONTINUE**

*May mga itatanong lang ako sayo para malaman natin parehas kung fit ba ang*

*opportunity na to para sayo, this will take around 5-10 minutes, meron ka bang*

*5-10 minutes?*

**Yes:** Continue to Probing and Qualifying

**No:** (Set a Date For Follow Up Call) **Ex:** Kelan kita ulit pwedeng tawagan? Yung

time na pwede kitang makausap in 5 minutes?

**PROBING and QUALIFYING**

*Napanuod mo ba ng buo yung video?*

**Yes / No:** Continue

*May work ka ba sa ngayon? (If yes...ask about it.)*

● *Saan ka nag tatrabaho ngayon?*

● *Gaano ka na katagal dyan?*

● *What do you like about sa trabaho mo?*

● *Meron ka bang hindi gusto dyan sa current job mo?*

**INFORMATION GATHERING**

*May previous background ka na ba sa kahit anong business?*

*Bakit ka naging open sa pag start ng home based/internet business?*

*Part-time income ba ang hinahanap mo,*

*o gusto mo yung full-time income?*

*Hanggang magkano naman ang gusto mong kitain sa ganitong klase ng*

*opportunity in a monthly or weekly basis?* **(Remember their answer)**

*Kung kikita ka ng additional na \_\_\_\_\_\_, anong maitutulong nun para sa 'yo at sa*

*pamilya mo?*

*Let say nakita mo na maganda 'tong online opportunity na 'to, at nakita mo na*

*pwede ka talagang kumita ng \_\_\_\_\_\_\_ per month/week. tantsya mo, mga ilang*

*oras kada linggo ang kaya mong ilaan para sa negosyo mo.*

**Here's what you'll say next if they haven't watch the video yet:** *Dahil di mo pa napanuod yung video, I want to schedule a follow up with u. Kelan mo pwedeng mapanuod yung video at, Kelan kita pwedeng tawagan ulit?* (Make sure to write down your follow up date. This isimportant)

**Here's what you'll say next if they already watch the video:** *May mga additional questions ka pa ba about dun sa napanuod mong video? malinaw naman ba, meron ka bang hindi*

*naintindihan?* (Mostly you'll get questions about the Pay Plans or Payment options)

**Take Their Temperature**

After we expose our prospect with our video, and after you qualify them, you now need to find out the interest level of your prospect.

*Ok* **PROSPECT’S FIRST NAME**, *Dahil wala ka ng tanong at napanuod mo na ng*

*buo yung video, Eto na yung pinaka last question ko sa 'yo...*

*Kung ire-rate mo yung sarili mo from 1 to 10, one being not at all interested and ten*

*being you are ready to get started in this opportunity. Anong number ka?*

Listen CLOSELY to what they say. You are asking for a number. You didn’t ask if they were curious or serious. Get the number. It gives you a good gauge as to exactly how interested they are. ;)

**Here’s How You Can Respond To Their Answers…**

**If they answer 1 through 5:**

*Ok, No problem* **PROSPECT’S FIRST NAME***. Mukang hindi ka pa ready sa*

*opportunity na katulad ni'to. Meron ka bang mga kakilala na pwedeng maging*

*interested kumita ng extra income sa internet?*

**If they answer 6 through 8:**

*Ok, bakit mo nasabing number* **THE NUMBER THEY TOLD YOU** *ka*?

Let them tell YOU what they need in order to make a decision. For ex:

**You:** *Ok, bakit mo nasabing number* ***7*** *ka?*

**Pros:** *Ah kasi wala pa kong pang invest.*

**You:** *Ok, pero seryoso ka ba talaga na magkaron ng internet business at*

*additional source of income?*

**Pros:** *Oo*

**You:** *Sa tingin mo kaylan ka magkakaron ng sapat ng pera na pang invest?*

**Pros:** *Next week.*

**You:** *Ok that's fine, yan lang ba ang reason kung bakit mo nasabi na number 7 ka?*

**Pros:** *Oo*

**You:** *I will call you again next week para i-follow up ka kung ready ka na to start*

*your home base busibess...*

**If they answer 9 or 10:**

*That's great, Saan ko pwede ipadala sa 'yo yung Step By Step instruction on how**you get started in this business…*

**Congratulations!** You just close your prospects in your downline organization. You still may get questions, but obviously they are very interested. Get them the answers they need, and enroll them. Send them the ***SWA Step By Step Payment Guide.***

If you haven’t signed them up yet, **you’re objective is to do so!** They probably

simply need a little more information and validation, perhaps even a little time to think about it.However…if they DO say “Pag iisipan ko muna”, be sure to ask them, “Pwede mo bang

sabihin kung ano yung pag-iisipan mo muna?”

***Note:*** *You can also use these scripts on chat or while talking face to face to*

*your prospects.*

**This training resource is exclusive for team Unstoppable Young leaders Entreteeneurs members use only.**

**Thank you for not giving this document away to others.**