**第一天**  
**第一天主要目的要给客户留下一个好的印象（让客户记得我们），造梦，通过地域的美食和景区产生共鸣，并且让客户知道我们对他的城市比较了解，也是经常去他们国家的（有生意合作伙伴和女最好女性朋友在客户所在地区生活）。达到破冰让客户有欲望想跟我们做进一步的了解。（通过文字照片小视频来表达出人设魅力以及知识面广，是一个经济独立的女性）**  
WhatsApp客户备注聊天细节

WhatsApp备注好-月-日-类型-年龄-姓名-地区-职业

WhatsApp示范如下-10-1-约翰杰克-35岁-美国-农场主

WhatsApp加进来的客户必须-备注好完整-详细资料-以便跟着和交流

WhatsApp客户-聊天兴趣-国际新闻-突发事件-旅行--美食-酒

（聊天灵活运用，千万不要硬走话术！！！）  
  
**开场白不要太死板，外国人都是比较自信，喜欢听别人赞美，所有的聊天都是从赞美开始**1.我们是在 Facebook 约会上认识的。 我叫艾琳，你叫什么名字  
We met on Facebook dating. I'm Aileen, what's your name  
  
2.你的名字很特别，你几岁了？  
Your name is very special, how old are you?  
  
3.我28岁，你这个年纪的男人很成熟睿智

I am 28 years old, a man your age is very mature and wise

4..我来自新加坡，你呢？  
I'm from Singapore, how about you?

5.我最好女性朋友与生意合作伙伴都在xxxx，我会经常去XXXX  
（生意合作与女性朋友统一包装在客户城市，做什么，可以包装也是做瑜伽工作室，如果客户追问地址，我们可以说等我去XXXX时候可以带你看看工作室）  
  
6.这是我之前在（填写当地风景区名字）拍摄照片，你去过吗？（添加真实照片）  
  
7.xxxx风景与美食都很吸引人。疫情过后我会去xxxx旅行一段时间  
  
（5.6. 7 这三句话非常重要，一定要在前面几句话铺垫进去）  
  
8.到时候你可以给我做向导吗，你会喜欢旅行吗（通过旅游的话题可以试探客户消费观念）  
Can you be my guide then? You will like to travel?  
  
9.非常感谢。我喜欢旅行，我去过很多国家，但我是最喜欢你们国家的美食和风景还有人，你国家的人给我感觉非常热情，友好，有礼貌  
thank you very much. I like to travel. I have been to many countries, but I like the food and scenery of your country the most and people. People in your country feel very warm, friendly and polite.

10.（加客户名字）很高兴今天认识你。 等疫情过去，我会去你的国家。 当我在你的国家时，也许我可以请你和我最好的女性朋友共进晚餐。  
Nice to meet you today. When the epidemic is over, I will go to your country. When I am in your country, maybe I can invite you to dinner with my best female friend.

11.你能发一张你的照片吗？（通过照片如果判断出客户很穷就没有必要去聊了）

12.你看起来很绅士

You look very gentleman

13.这是我的照片+（照片）  
this is my picture

  
  
14.你做什么类型的工作？

What type of work do you do?  
  
15.能担任这份工作，你应该很棒。那你的工作很辛苦吧

Can serve this job, you should be good. Your work is very hard, right?  
  
16.这是一份很不错的工作，我有一位朋友也在从事着和你相同的工作，而且他的收入非常可观，你应该也不错吧（工作非常差的，可以直接问，一个月有多少收入。）  
This is a very good job. I have a friend who is also doing the same job as you, and his income is very good. You should be good too.  
  
17.但是我朋友每月的收入他需要用于支付他的房租和个人税收，大概剩的也不多了，不知道在你们国家是否也相同（上班族客户可以说这句话，做生意直接跳过这句）

But my friend's monthly income needs to be used to pay his rent and personal taxes. Maybe there is not much left. I wonder if it is the same in your country

18.我的职业是瑜伽老师，我投资了几家瑜伽馆，还和朋友做小生意，这几年都是自己一个人在打拼，收入还不错，现在所有消费都是靠自己双手挣，我也非常热爱自己工作，也敢于挑战自己，不断学习经商知识，让自己与时代与时俱进。我们可以经常多交流相互学习。  
My profession is a yoga teacher, I have invested in several yoga studios, and I also do small business with friends. In the past few years, I have been working hard by myself and my income is pretty good. Now I rely on my own hands to make all my consumption. I love my work and dare to challenge myself, keep learning business knowledge, and let myself keep pace with the times. We can often communicate and learn from each other.

19.你结婚了吗？  
are you married?

20.没遇到喜欢的人吗？

Didn’t you meet someone you like?

21.我也是，我在新加坡有很多国外的朋友，希望我们能成为好朋友  
Me too, I have many foreign friends in Singapore, I hope we can become good friends

1. 我觉得你很绅士，跟你聊天很温暖，像认识了很久一样。我相信你一定是一个很棒的男人。  
   I think you are a gentleman, and chatting with you is very warm, as if you have known each other for a long time. I believe you must be a great man.

23.哈哈哈....告诉你一个秘密

Hahaha... tell you a secret

24.和你聊天，让我觉得很开心。 哈哈...

Chatting with you makes me feel very happy. Ha ha...

25.（客户名字）今天有点累，我想休息了，明天上午要去朋友酒窖谈生意，我先休息了。明天见

I’m a little tired today. I want to rest. Tomorrow morning I’m going to my friend’s wine cellar to discuss business. I’ll rest first. See you tomorrow

26.结尾句

晚安  
good night

第二天  
  
  
1.你现在在做什么？ 我想问一个问题  
What are you doing now? I want to ask a question  
  
2.我想给我妈妈买一件衣服，我选了两件。 你觉得哪个好？（+衣服照片）  
I want to buy a dress for my mother, I chose two. Which one do you think is better?  
  
  
3.相信你的眼光好，这两件你觉得哪件好呢？  
I believe that your vision is good you think these two pieces of what is good?  
  
4.我和你一样也喜欢这件，谢谢你给建议，我会告诉我母亲你与我一起选择这件衣服  
Like you, I also like this, thank you for giving advice, I would tell my mother you choose this dress with me.  
  
5.我刚刚在DCENT参加免费领取TRX活动。并且查看我收到隔夜利息情况  
I just participated in the free TRX collection event at DCENT And check the status of the overnight interest I received

这上面这句话的被客户忽略了。在走这句话；你有使用DCENT钱包吗？  
Do you use DCENT wallet?  
  
6.这是TRON为奖励老用户。开拓市场。在DCENT钱包中做活动可以领取TRX 10-1000trx。只要参加活动还能获得百分之三到百分之十每天隔夜利息领取。

This is TRON to reward old users. Develop new markets. DCENT wallet to do the activities you can receive TRX 10-1000trx. As long as you participate in the event, you can get 3% to 10% overnight interest.

这是投资吗？；不是投资，这相当于你把钱存入银行，每天有都利息

1. 是我的好姐姐玛丽推荐给我的，我的好姐姐玛丽 ，她是币安的联合创始人。 我们的关系很好。如果你有使用DCENT钱包，你也可以参加这次活动，领取这个隔夜利息。

It was recommended to me by my good sister Mary, my good sister Mary, she is the co-founder of Binance. Our relationship is very good. If you use the DCENT wallet, you can also participate in this event to receive this overnight interest.

8.如果你有使用类似DCENT钱包这样的钱包，你也可以参加我参加的这个活动。跟我一样每天都能领取最低百分之三，最高百分之十的隔夜利息。

If you use a wallet like DCENT wallet, you can also participate in this event I participated in. Like me, I can receive a minimum of 3% and a maximum of 10% overnight interest every day.（主要判断客户是否懂；我们只要懂跟有钱的客户 感兴趣的客户 有兴趣非常足的客户直接开始教程）  
  
9.你现在做什么？  
what do you do now?  
  
我在看照片，我发给你，你可以猜到它在哪里+照片

I'm looking at the photo, I sent it to you, you can guess where it isp



1. 是的法国巴黎，我喜欢这个国家，很浪漫

Yes, Paris, France, I like this country, it’s very romantic

1. 你以前去过哪个国家？ 有美丽的风景吗？ 你能和我分享照片吗？

Which country have you been to before? Is there a beautiful scenery? Can you share photos with me?

1. 哈哈，你没去过其他国家吗？

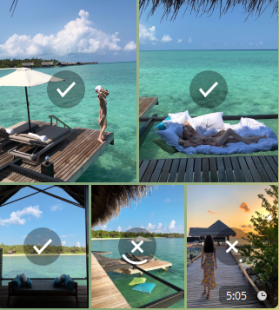
Haha, haven't you been to other countries?

1. 也许以后我们可以一起去这些国家。我会带着我的相机记录我们去过每一个地方。记录属于我们的故事  
   Maybe we can go to these countries together in the future. I will take my camera to record every place we have been. Record our story  
     
   15.世界很大，我想去看看，每个国家都有不同的风景、风俗和文化

The world is big, I want to see, every country has different scenery, customs and culture

16.你知道马尔代夫吗？  
Do you know the Maldives?  
  
17.马尔代夫是一个美丽而浪漫的地方。 这就是我一个人去马尔代夫时拍下的美景，分享给你。+照片

The Maldives is a beautiful and romantic place. This is the beauty I took when I went to the Maldives by myself. I will share it with you.



1. 你喜欢这个美丽的地方吗？

Do you like this beautiful place?

1. 马尔代夫有蓝天、白云、清澈的海水、美丽的日落和美丽的海滩。 是个适合情侣度假的地方

The Maldives has blue sky, white clouds, clear waters, beautiful sunsets and beautiful beaches. It's a place suitable for couples vacation

1. 也许未来我们可以一起去这个美丽的地方

Maybe in the future we can go to this beautiful place together

1. 在亚洲还有另一个美丽的地方。 你知道在哪里吗？

There is another beautiful place in Asia. Do you know where it is?

1. 哈哈......那是我的家乡新加坡😜

Haha...that is my hometown Singapore😜

1. 是我的家乡新加坡也很漂亮，有花园城市的美誉

My hometown, Singapore, is also very beautiful and has the reputation of a garden city

1. 当然，我欢迎你到我的家乡——花园城市去新加坡旅游，李婷做你的向导😊

Of course, I welcome you to my hometown-Garden City to travel to Singapore, Li Ting will be your guide 😊

1. 我今天为你录了一首歌（+音乐音频）  
   I recorded a song for you today  
     
   26.这是我弹钢琴时录的一首歌。 希望你会喜欢  
   This is a song I recorded while playing the piano. hope you'll like it  
     
   29.你喜欢听音乐吗？  
   do you like to listen to music?  
     
   30.也许我们可以一起唱歌。哈哈哈......  
   Maybe we can sing together. Hahaha......

31.我现在要去睡觉了。明天会和朋友谈开设第八家瑜伽工作室相关事情。所以我要去休息了 。希望我的歌声能给你带来一整天的快乐。我们明天见

I am going to bed now. Tomorrow, I will talk to my friends about the opening of the eighth yoga studio. So I am going to rest. I hope my singing can bring you a whole day of happiness. See you tomorrow

32.结尾句

晚安  
good night  
  
  
  
  
 第三天  
1.晚上好，今天有什么安排吗？

Good evening, are there any arrangements for today?

2今天是我爸爸的生日，我在爸爸家里，庆祝爸爸的生日。

Today is my dad’s birthday, and I am at my dad’s house to celebrate dad’s birthday.

3.你知道这是什么吗？（+按摩椅）

Do you know what this is?



1. 这是我订购的按摩椅，我刚把它送到我家。 想了很久，还是觉得给爸爸买个按摩椅作为生日礼物最合适不过了。 爸爸的腰不好，这个可以治疗爸爸的腰。 爸爸很开心

This is the massage chair I ordered and I just delivered it to my home. After thinking about it for a long time, I still feel that it is most suitable to buy a massage chair for my father as a birthday gift. Dad’s waist is not good, this can treat Dad’s waist. Dad is happy

1. 现在我可以赚很多钱，所以我要孝顺父母。爸爸说我工作很努力，我总是很忙。 我认为女孩和男孩一样，必须有自己的事业，经济独立，这样才能为家人和爱人提供更好的保护。

Now I can make a lot of money, so I have to be filial to my parents. Dad said that I work very hard and I am always busy. I think girls, like boys, must have their own business and be financially independent, so that they can provide better protection for their families and lovers.

4今晚家里很热闹，爸爸邀请来了他的生意伙伴。 我先给他们准备红酒，晚点我给你发短信。

The house is very lively tonight, and Dad invited his business partner. I will prepare red wine for them first, and I will text you later.

hi，我们现在回家了。今天是快乐的一天，你会如何庆祝自己的生日？

hi, we are going home now. Today is a happy day, how would you celebrate your birthday?

7如果下次你生日我在你的国家，我可以为你做一顿丰盛的午餐，因为我们是好朋友

If I'm in your country next time on your birthday, I can make a good lunch for you, because we are good friends

1. 我今天喝了一点红酒。 我有点头晕，但我很高兴。 我今天有一些好消息。 我想与你分享。  
   I drank a little red wine today. I'm a little dizzy, but I'm very happy. I have some good news today. I want to share with you.  
     
   9.你能看懂图片内容吗？（+盈利图）  
   You can read the contents of the picture yet?  
     
   10.这是何一告诉我免费领取TRX并且还有每天领取隔夜利息。现在我DCENT钱包账户中有xxxxusdt。每天都有隔夜利息收取。今天我领取了xxxxxxusdt隔夜利息。哈哈哈  
     
   11.参加这个活动规则是通过DCENT钱包认证领取TRX。每天都会隔夜利息。当然你的DCENT钱包中USDT越多，隔夜利息也是越多。这相当于你把钱存入银行，每天有都利息。  
   The rule to participate in this event is to receive TRX throughDCENT wallet certification. There will be overnight interest every day. Of course, the more USDT in yourDCENT wallet, the more overnight interest. This is equivalent to depositing your money in the bank and earning interest every day.

12.这个内幕消息是我的好朋友何一说的。 她是币安的首席营销官、联合创始人兼董事何毅。 她从小就是我的朋友。 我们的关系非常好。 每当我们之间有好消息时，我们都会互相告诉对方，互相帮助。 我很幸运。 非常感谢何一

This inside information was told by my good friend Mary. She is Mary, the chief marketing officer, co-founder and director of Binance. She has been my friend since she was a child. Our relationship is very good. Whenever there is good news between us, we will tell each other and help each other. I'm very lucky. Thank you so much mary  
13.现在是一个飞速发展的时代，我们应该要多与朋友交流，相互帮助。我认为你可以参加活动。我现在可以教你  
Now is an era of rapid development. We should communicate with friends more and help each other. I think you can participate in activities. I can teach you now

1. 你现在下载一个DCENT钱包（千万不要让客户下载错了，可以告诉客户去官方网站下载imtoken钱包）

You download an DCENT wallet now

1. 你下载好告诉我

You download it and tell me

教程补充话术

您需要创建一个帐户，您必须记住自己的钱包密码

You need to create an account and you must remember your wallet password

你需要添加一个TRX

You need to add a TRX

领取的时候需要支付一些旷工费。如果你没有，我可以给你一些TRX。

Some absenteeism fees need to be paid when receiving it. If you don't have one, I can give you some TRX.

给我你的TRX接收链接，我转一些TRX给你。

Give me your TRX receiving link, I turn to you some of TRX.

你在钱包中找到了 TRX。单击 TRX。您可以找到您的TRX接收地址

You found TRX in your wallet. Click TRX. You can find your TRX receiving address

你完成了吗？

You finished?

点击红色获取TRX，认证后即可参加活动。只要你DCENT钱包有USDT就可以享受每天的隔夜利息

Click red to get TRX, you can participate in the activity after certification. As long as your DCENT wallet has USDT, you can enjoy daily overnight interest

12. 好的，已经传给你了，你收到了吗？  
Okay, it has been passed to you, have you received it?  
  
13.好的。你现在可以点击获取TRX。认证通过就可以随机获取10-1000tTRX和每天的隔夜利息  
OK. You can now click to get TRX. After passing the certification, you can get 10-1000tTRX and daily overnight interest randomly

1. 你可以先存usdt到你的钱包里，这样你就可以领取当天的福利了

You can deposit usdt in your wallet first, so you can receive the day’s benefits  
  
15.我告诉你怎么好消息。我们见面的时候你必须请我吃大餐美食。哈哈哈....

I tell you the good news. You must treat me to a big meal when we meet. Hahaha....  
  
16.也许见面的时候，当然我更希望你亲手做一桌你们当地的美食给我品尝，那样我会更开心。  
Maybe when we meet, of course, I hope you will make a table of your local food for me to taste, so that I will be happier.  
  
17.我喜欢吃海鲜，肉类，蔬菜。也许在你们当地有更好的烹饪方式。期待品尝到你的厨艺。

I like to eat seafood, meat and vegetables. Maybe there is a better way of cooking in your local area. Looking forward to tasting your cooking skills.  
  
18.当你在烹饪美食的时候，我可以帮我切菜。我们可以一起做这件有趣的事情。哈哈哈...........  
When you are cooking food, I can help me chop vegetables. We can do this interesting thing together. Hahaha...........  
  
19.当然你也可以邀请你的家人或朋友一起与我们共进晚餐 。人多气氛也是非常好，这将是一个非常美妙的夜晚  
Of course you can also invite your family or friends to have dinner with us. The crowded atmosphere is also very good, it will be a very wonderful night  
  
20.这个过程我们需要好好计划，如果你有什么好的主意你可以告诉我，我们一起讨论  
We need to plan this process well. If you have any good ideas, you can tell me and we will discuss them together.

21.你是小偷吗？ 你要来偷我的心？ 哈哈哈……

Are you a thief? Are you coming to steal my heart? Hahaha……

22.我很少在网上和别人聊天，今天和你聊了很多，我很高兴。 明天见

I rarely chat with others on the Internet, and I chatted a lot with you today, I am very happy. See you tomorrow

结尾句；晚安

Good night