Tracy Biller System For Working Genealogy / MLM Experience Leads

Read before you get started:

1. Call existing network marketers and direct them to your website. For your first call, use the "1. Initial Calling Script For Network Marketers" when actually speaking with a person.

2. Use the "2. Initial Answering Machine Scripts For Network Marketers" when leaving a message on your first call.

3. After you call a network marketer and give him or her the information on the phone, always send a follow-up email such as "3. Follow-Up Email To Send To Network Marketers".

4. Within 24 hours at most, call your prospect and use the "4. Follow-Up Script For Network Marketers" to either qualify or disqualify the prospect or to give him or her another chance. *(When you make your first follow-up call, always assume the prospect has reviewed at least some of the information to which you directed him or her.)*

5. Use the "5. Follow-Up Answering Machine Scripts For Network Marketers" to leave a message when following up with a prospect.

6. If the prospect has not reviewed anything, give the prospect one more chance to review the information and calls you have given to him or her. Do not give anyone a third chance. Do not chase anyone. Move on.

7. Never leave more than two follow-up messages with a prospect. Do not chase anyone. Move on.
Section #1 - Initial Calling Script For Network Marketers

YOUR 30-SECOND PITCH – Icebreaker when you first get someone on the phone

Hello, John?

Hi, ____________, this is _____________ calling from ______________. And you and I have both been in network marketing before.

Don’t worry I didn’t call to give you a sales pitch or bend your ear.

I just wanted to ask you a simple question. By any chance, at this time would you be open looking at a new way of making money from home without bugging family and friends and without spending a fortune on leads?

If your answer is, "Yes," __________, I'd be happy to shoot you over some free information.

YOUR PROSPECT'S POSSIBLE ANSWERS

*** If "YES" ***

Great, let me give you the number to our 5-minute recorded call: ___________. Do you have a pen?

Also, here is our website address: _________________.

Please give me your email and I'll send this to you.

I'll also send our new email recruiting letter. (Get the email address.)

And here are my name and number: _________________________________.

Note: If your prospect wants to listen to a live call, give the live call number.

Then, send via email/fax your follow-up that has all of the following in it:

1. Your name, phone number, and email address
2. Your website address
3. The short recorded call number
4. (Optional) The next live call date and time (with phone number).
*** If "MAYBE, What is it?" ***

I'm with ________________. I don't know if you've heard of us, but we're getting a great response worldwide to our new recruiting site and our unique pay plan. Have you seen those?

Well, let me get your email address, and I'll send that right out to you.

What is your email?

In the meantime, you can listen to our 5-minute recorded call at: ____________
Also, our new recruiting site is at:___________________.

Then, send via email/fax your follow-up that has all of the following in it:

1. Your name, phone number, and email address
2. Your website address
3. The short recorded call number
4. (Optional) The next live call date and time (with phone number).
5. (Optional) Tracy Biller's website with the free ebook about this approach.

*** If "NO" ***

Not a problem, __________. Thanks for your time. Listen, before I hang up, what company ARE you with?

Hey, that's a great company. I wish you all the best. Listen, you take care. (Hang up BEFORE you get a sales pitch from the person you called. Just hang up as you say the words "take care". Do NOT get stuck listening to someone's sales pitch.)
Script # 1

Hello. My name is ___________________, and this message is for ___________________.

I'm calling today because we've both been in network marketing. Now, this is not a sales pitch. I just called to see if you might be open to looking at a new way to make money from home without bothering family and friends and without spending a fortune on leads.

If your answer is, "Yes," then please listen to our 5-minute overview at: ___________ and please visit our website at: ______________________.

After that, please call me, ___________________, at: ___________________, and I'll get you started right away.

Thank you, and take care.

Script # 2

Hello. My name is _____________________, and this message is for ___________________.

You don't know me, _____________, and I'm calling you today because we've both been in network marketing. Now, I'm not calling you with a sales pitch; I just called to ask you a question.

Please call me back at: _______________.

Again, my name is ____________________. Thank you, and take care.
Script #3

Hello. My name is ______________________, and this message is for ______________________.

I'm calling today because we've both been in network marketing. Now, this is not a sales pitch. I just called to see if you might be open to looking at a new way to make money from home without bothering family and friends and without spending a fortune on leads.

If your answer is, "Yes," please listen to our 5-minute overview at: ______________

(Or, please visit our website at: _____________________.)

After that, please call me, ________________, at: ________________, and I'll get you started right away.

Thank you, and take care.

Script #4

Hello. My name is__________________, and this message is for _____________________.

I'm calling today because we've both been in network marketing. Now, this is not a sales pitch.

I just called to see if you might be open to looking at a new way of making money from home without ever bothering family and friends and without ever spending a fortune on leads.

If your answer is, "Yes," please listen to our 5-minute call at:______________

and please visit our website at: _______________________

After that, please call me, ________________, at: ________________,

and I'll get you started making money right away.

Thank you, and take care.
Section #3 – Sample Follow-up Email To Send To Network Marketers

Hello,

My name is ___________, this is not an auto-responder, and I invite you to look at this new and lucrative opportunity called _________________. We now pay commissions 4 TIMES A MONTH!

* Listen to our NEW 5-minute recorded call NOW at: _______________. Hear about the fastest way to make money in this business. (Hint: NEVER bother your family and friends again.)

* See our new recruiting website at: www.yourwebsitehere.com

* Listen to a recorded business opportunity call NOW at: ________________

* Attend our live business call Tuesday at: 9 PM Eastern, 8 PM Central, 7 PM Mountain, and 6 PM Pacific. Call: _______________ **

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Why should you consider _______ and our team for making money from home? Here are seven reasons.

1. You will learn the best and fastest way to make money in network marketing:
   a. We only contact existing network marketing distributors. These are the best people to recruit because they already believe in network marketing, they already are trained in network marketing, they always are looking for a winning opportunity, and they always know other network marketers whom they can recruit into your business.
   b. We do not tell you to bother your family, friends, neighbors, and co-workers. We do not tell you to use only "biz opp seeker" leads. Those are guaranteed paths to failure and disaster.
   c. You never have to spend a fortune on leads.
   e. We continually get new groups of network marketer leads so that you always have a fresh supply.

2. You get paid quickly:
   a. You get paid WEEKLY FAST START BONUSES of 20% on all of your personally sponsored enrollees.
   b. You get WEEKLY FAST START BONUSES on the initial sign-up purchases 4 levels deep in your group whether they are enrolled by you or someone else.
   c. The company has dynamic compression which pays out 53% on the dollar to the distributors.

3. You also get paid long-term residual income:
   a. You get monthly long-term residual commissions 8 levels deep.
   b. Your percentage commission increases as your group grows.

4. We have top-notch training and support:
   a. We have live team training calls at least 2 times week to teach you exactly how to do this, to keep you up-to-date,
and to make you part of the team.
b. We have live and recorded opportunity calls so that your prospects never have to wait to hear about us.
c. We give you proven phone scripts, email scripts, follow-up scripts, ads, etc.

5. **We have the first product breakthrough in our industry in years.**

a. We have the new, exclusive, recruiting website.
b. We were just given an award by the UNITED NATIONS to recognize the founders for their outstanding stewardship, visionary approach, and innovative initiatives that has lead to meaningful change worldwide.
c. Our product is easy to take and easy to keep with you.
d. We keep it simple by staying focused on the flagship product: Tahitian Noni Juice. (We stick to what we do best.)
e. See the testimonials at: WWW.TESTIMONIALS.com.

6. **We are one of the fastest groups in the company:**

a. We add thousands of people a month.
b. We have well over 12 millionaires on our team alone.
c. You will be at the forefront of a huge business if you join now.

7. **It does not cost a lot:**

a. As low as $______ to start.
b. As low as $_____ a month after that.
c. Products are shipped from the company. You do no handling, storing, and shipping of products.
d. You do not spend a fortune on product purchase requirements.
e. You do not spend a fortune on leads with my team.

So go to:  
www.yourwebsitehere.com and review this lucrative and winning opportunity.

Then call me at: ___________, and I will walk through the sign-up process with you. (Or email me your phone number so that I may call you.)

Your Partner In Success,

P.S. Don’t miss our NEW 5-minute recorded call at: ___________.

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Then call me at: ___________, and I will walk through the sign-up process with you. (Or email me your phone number so that I may call you.)

Your Partner In Success,

P.S. Don’t miss our NEW 5-minute recorded call at: ___________.

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Section #4 – Follow-up Calling Scripts For Network Marketers

NOTE: After a network marketer has agreed to review your information, send it immediately, and follow up either that same day or the very next morning. Assume the person has reviewed the information (websites, recorded call, live call, email and fax information, etc.). If the person has not, give the person one more chance, and then move on. If the person has not reviewed what you sent, DO NOT give a verbal presentation of any more than 2 minutes if the prospect asks for one. Give a 1-2 sentence general overview, and then refer the prospect to the information you sent.

Hello, my name is ______________. May I speak with _______________ , please?

Hello, ______________, this is _______________ again, and I'm calling you about ________________ and the information I sent to you.

Now that you have reviewed everything, are you ready to join our winning team and start making money?

--- If the prospect has reviewed everything and is ready to join, then, enroll the prospect.

--- If the prospect has not reviewed anything, then, simply say:

"Well, make sure that you listen right away to the recorded call I gave you, and then visit our website, and I'll be back in touch."

(Then, give the prospect the information again and get off the phone.)

--- If the prospect either is not ready or has questions, the prospect will tell you.

Note: If there are issues, or if the person isn't ready, he or she will tell you. Then, deal with each issue or question individually.

If the issue is: "I don't know if I have the time," then answer with:

- "I have found that to have any significant chance of earning any money in this business you’d need to devote at least 10-15 hours a week, counting weekends, on a consistent basis. Can you set aside 10-15 hours a week?"

If the answer is, "Yes," then simply ask again:

- "So, are you ready to join our winning team and to get started making money?"

If the question is: "How much is this?" then answer with:

- "As with any business, there are start-up and ongoing expenses. Ours requires $35 to join. And our business builders are on case auto ship which is about $120.00 a month. Is that within your budget?"
If the answer is, "Yes," then simply ask again:

- "So, are you ready to join our winning team and to get started making money?"

If the question is, "What about leads? How much are they? Where do you get them?" then answer with:

- "We only contact other network marketers, just like we contacted you. They already believe in network marketing, and they always are looking for a lucrative business. We have access to millions of leads of network marketers from MLM genealogy lists - these are lists of distributors in MLM / network marketing companies. You can get these for 10 cents apiece - that's 1,000 for $100."

- "Never contact family, friends, neighbors, and co-workers. That is a guaranteed recipe for disaster and failure. Never contact "biz opp" seekers. That also is a guaranteed road to failure. Join us, and we will teach you and coach you about how to contact and follow-up with network marketers. This is how everyone making any money at all in network marketing did it and does it."

Then ask, "So, are you ready to join our winning team and to get started making money?"

Just keep answering questions with the answer to the specific issue, and then always ask:

"So, are you ready to join our winning team and to get started making money?"

### However, after 4-5 of these, simply ask, "What will it take for you to get started right now?"

Or, "What can I answer so that you can get started immediately?"

Or, "Just how serious are you about starting a new home business right now?"

Or, "If this business was right for you, how soon would you want to get started?"

*Remember, get the prospect to commit either one way or the other. Get either a "Yes" or a "No". You do not want to spend time with "Maybe's". They will destroy you emotionally. And we are not looking for wishy-washy people.*