

CLOSING

RIGHT AFTER LAUNCH

Urgency should be done that night, call or voice clip to hear your excitement.

ASK WITH EXPECTANCY

1 Oh, my goodness _____ thank you so much for being on tonight, I cannot wait to hear what you thought. What did you like? What intrigued you the most about what you heard? So, what did you like the best? I'm so excited to hear about your thoughts tonight.

2 What questions do you have?

- So, as they start asking questions, then you can send them the landing page again.
- Thrive With Three: <https://www.thrivewiththree.com/>
- Professionals Program Landing Page: <https://www.threeprofessionalprogram.com/>
- Here's the secret about the landing page. You can use the whole time. You can use it to get people to pique their interest. You can also use it for closing on the landing page in the Products section. when you go to the product, the whole product resource sections there. It has a video on every single product right there on the landing page. So, you can literally use that landing page the whole time. So, you don't have to go scrambling around to find the information **people are looking for**.
- **So, I'm sure you have some great questions - what questions you have?**
 - **Listen to their questions, and then you're going to find the answer on the landing page, and you're going to send them what they're looking for. You're going to send them a tool to look at.**

Set Up THREE WAY CHAT

NO REPLY VERBIAGE

- **Change your paradigm - eliminate these negative thoughts: I don't want to her to feel like I'm bothering her. You can't control what somebody else is thinking. All that you can control is.....**
- Can I be the nicest person that she talks to today? And do you believe that you can? You know? Do you believe that you have things that can change her life?
- So, you're not responsible for her reaction, but you are responsible for how you call, how you treat her, how you deliver the information you're responsible for your own belief. I could care less.
- if _____ is mad at me, or how she receives my phone call. I do not care. I have one goal with her, and that is to make _____ feel like a million bucks today.
- I promise you I will be the nicest person she talks to when she gets off the phone or off the text with me. She's going to be like Wow! Like she had a lot of energy. She made me feel good. Does that make sense. So, at the very end of the day if all you did was make her feel good then you did your job. That's all you have to do.
- You cannot worry, you cannot control how she responds. It's never about you.
- Because your intent is correct.
- Absolutely. Okay. So, your mindset is you're going to make her feel like a million bucks. And so, I would probably do an audio message so she can hear that. If you have been at my launch event, I will leave you an audio message, and I would say, _____, I want to tell you again. Thank you

so much for coming to my launch event. You know you always have such a big smile, and I I just appreciate your friendship so much.

- I did want to reach out to you one more time, (and just kind of ask) like out of everything that you heard. I would love to get your feedback. I'm actually excited to hear, what did you think was good about it, or what positive parts I'm just asking everybody. Tell me your thoughts.
- **Set Up THREE WAY CHAT**

GOT BUSY AND DIDN'T GET BACK VERBIAGE

Oh, my goodness _____, Thank you so much for your interest in attending my business launch, I realize everyone gets busy, me included, I thought of you because _____ (something about them) Personality is vibrant, I know how much you love helping people, etc..... this may or may not be a fit for you either way is fine, but I would love to send you my recording of my business launch to see what I'm up to?

If I sent you the recording of my business launch, would you watch it?

I cannot wait to hear what you thought?

What did you like? What intrigued you the most about what you heard? What did you like best?

Set Up THREE WAY CHAT

ii. Setting up the 3 way Call/Zoom with your leader

MESSAGE 1 Introduction (initiated by Brand Ambassador)

Prospect - I would love to introduce you to my friend and mentor, **3 way call leader** I'm so grateful for her/his leadership! She is helping me learn the ropes as I launch my business.

3 way call leader this is my good friend, **Prospect** I was telling you about. She/he is interested in learning more about **(state prospects interests)**

MESSAGE 2 Scheduling the Appointment (initiated by 3 way call leader)

Prospect- nice to meet you & **Brand ambassador** thank you for your kind introduction!

Would **(provide 3 available times)** work for you?



Message 3: Pre-Call/zoom instructions (initiated by 3 way call leader)

Prospect, In order to make the most efficient use of our time, it would be helpful for you to go to our team page: thrivewiththree.com and check out the product and/or business pages found under exploration. Feel free to write down any questions you might have.

