



Checklist for the Setting Appointments Like a Pro Training

(fill this out while viewing)

- Setting more Appointments means more _____
- The following ways to set appointments DO NOT WORK so I will not set appointments with them:

The 8 Rules for Setting Appointments Like a Pro

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____

The Four Step Process

1. _____
2. _____
3. _____
4. _____

APPROACHES

Refrigerator List Approach 1

Hi...I want to talk to you about something that we can make money with together. In fact you can earn \$2 - 6,000 in the next 90 days. When can we get together? Tonight at 7 pm or tomorrow for lunch?

Refrigerator List Approach 2

Hi...I want to talk to you about how we can save money and make money. When can we get together? Tonight at 7 pm or tomorrow for lunch?

Partner, Specialize, Help, Show....

"Hello ____, this is (your name) do you have a minute? Great! Listen, I just partnered with a company that Specializes in helping ... (insert reason) and I'd like to show you more about this. What works best for you morning or evening, today or tomorrow? Set the appointment.

You can customize this to anyone.

Examples:

- I partnered with a company that specializes in helping Realtors bridge the gap between closings.
- I partnered with a company that specializes in helping stay at home moms create additional income.
- I partnered with a company that specializes in helping families who need additional income.
- I partnered with a company that specializes in helping children who suffer from eczema and dry skin.
- I partnered with a company that specializes in helping families who have just lost their job.

How Can I Help?

Hi _____, This is _____. Do you have a minute? The reason I am calling is that I have started working for a new company and you came to mind right away because....

- I know your daughter has eczema and this company has products that are great for that
- I know you are looking for a way to earn some extra income and thought you'd be great at this business
- I know that you are into running and this company has great sports products that runners love

after every approach always give a choice close...

-When can we get together? Morning or evening? Today or tomorrow? Set the Appointment.

YOUR REPLY (after any question they might have)

1. I am working with a 26-year old wellness company based in Idaho, that did over \$1 billion in sales last year.
2. Its like Amazon or Netflix where customers purchase direct and get discounted prices.
3. I do marketing for them.
4. When can we get together so I can give you all of the details? Tonight or tomorrow? [Choice Close].

HANDLING OBJECTIONS

- An Objection means _____.
- What is the one reason why someone will not see a presentation?
_____.
- If I am not successful in setting the appointment I will put that contact on my _____ list and I will _____ !

Objections:

Is this an MLM?

No, this is nothing like that. Let's get together – is tonight good, or tomorrow better?

Is this NuSkin or Amway?

No! This is nothing like that. Let's get together – is tonight good, or tomorrow better?

Do I have to sell anything?

No! There is no selling or inventory of products. Let's get together – is tonight good, or tomorrow better?

How much does it cost?

Nothing, I just want to share the information with you.

OR

It's only \$29 refundable dollars. Let's get together – is tonight good, or tomorrow better?

I am too busy to meet for 45 minutes.

You are going to eat breakfast or lunch, right? You eat and I'll talk.– What is better, breakfast or lunch?

OR

I know you are busy. That is why this is so important for you. How about a webinar? Is tonight good or tomorrow night better?

Is this a Pyramid?

No! This is a real business with a 25 year track record. Let's get together – is tonight good, or tomorrow better?

How much are you earning?

Not much yet. I just started. But, my partner is earning \$\$\$ – is tonight good, or is tomorrow better?

I have already heard of Melaleuca!

Have you see the complete presentation? You need to see this from me and get all of the facts!! Is tonight good, or tomorrow better?

THE THREE DETOURS

1. This is like buying a new car or a new home. You need to see this to understand it.
2. I guarantee it won't be a waste of your time.
3. Let's get together so you may get all of the details and make an educated decision. Is tonight good or tomorrow better?

THE \$1 MILLION HANDLING OBJECTION RESPONSE

It's okay to say "no" but at least get the facts so you know what you are saying "no" to too. When can we get together, tonight or tomorrow?

For more information on handling objections read the AWU Handling Objections Guide in the 'Reference Center' of your AWU site.

REPETITION IS THE MOTHER OF SKILL

THE MORE APPROACHES YOU MAKE THE MORE EFFECTIVE YOU WILL BE