

Magnos Beckett's Survey Phone Script

(Prospecting Members and IBOs)

Hi, may I speak to PROSPECT NAME. PROSPECT NAME, this is YOUR NAME, do you remember me? You had filled out a survey for me recently (**mention location if you know it**), and I wanted to take time out to personally thank you. PROSPECT NAME, "I noticed that you had checked off that: **"SAVING** on your health benefits" interest you most. **or** **"MAKING** several extra hundred dollars a week interest you most." PROSPECT NAME, do you mind telling me what you had in mind when you checked that off so I can better serve you? Great! In order to provide more information, I'll need about 10-15 minutes to give you a brief overview of the AmeriPlan benefit program (**or opportunity program**). Which works best for you – in person or over the phone?

(IN PERSON) Would you like to meet at 2:00pm on Saturday or, would Sunday at 3:00pm be more convenient for you? Great, I'll see you Sunday at 3:00 pm. Once I show you the plan, and assuming you're interested, you will need only two things to qualify: (1) that you are a U.S. resident, and (2) a valid credit or debit card, checking or savings account? Good, I look forward to seeing you then. (**if you're not able to setup a time to meet with your member or IBO prospect, extend an invite to: a 3-way sizzle call; the appropriate website, a team conference call, or a business briefing in your area if available**)

(OVER THE PHONE) Do you have access to Internet? Great! Please go to www.mybenefitsplus.com/xxxx **or** www.deliveringonthepromise.com/xxxx (choose your website preference). If they do not have access to a computer, use the AmeriPlan brochures to briefly go over our programs, elaborating only on the product that they are interested in. (**REMEMBER, LESS MEANS MORE**). **Follow the instructions when filling out an application, i.e., full name, address, DOB, credit; debit; savings or checking account information with routing number, etc.**

All the best,

Magnos Beckett, NSD