



The Prosperity Accelerator Sales System

with Nancy Matthews & Trish Carr

The Proven, Guided & Predictable Path to Prosperity



Let's Get Connected!

Remember ... the phone is your gateway to serving people ... changing lives!

Initial Follow Up Calls

Scenario - You met somewhere recently

<p>Example 1:</p> <ol style="list-style-type: none">1. Hi, it's Trish Carr from WPN, we met a couple of months ago at the Ft. Lauderdale Chamber and I've been wanting to connect with you since.2. I'd love to get to know more about you and your business so we can explore possibilities and so I can send you referrals.3. Do you have a few minutes to talk now?	<p>Example 2:</p> <ol style="list-style-type: none">1. Hi, it's Trish Carr from WPN, and I came across your card on my desk today and have been meaning to reconnect - I only take cards from people I really want to connect with.2. I'd love to get to know you more, explore possibilities and synergy.3. Do you have a few minutes to talk now?
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What if they don't answer the phone?

Repeat numbers 1 and 2 above, and instead for number 3 ...

So, give me a call back at (state your phone number - SLOWLY), I'm so looking forward to connecting with you.

What if they say, "I don't have time to talk now"

To move the conversation and connection forward you want to continue with open ended questions and offer two (2) options, for example:

Okay, I totally get it – when would be a good time for me to call you back – later this afternoon or another day this week?

If they say – another day – you ask

Okay – would Tuesday or Wednesday be better?

If Tuesday (for example)

Okay great – how about 11 am or would 2 pm be better?

Then, continue narrowing to find good time and they set appointment with you.

And, follow up with an email confirmation (assuming you have their email).

The beauty of this is that when you do talk at the appointed time, they are more receptive and expecting your call!

Scenario – You’ve gotten their card from a trade / expo booth

<p>Example 1:</p> <ol style="list-style-type: none">1. Hi, it’s Trish Carr from WPN, and you came by my table at the _____ event.2. You dropped your card in so I could give you more information about _____3. Is this a good time for us to talk for a few minutes?	<p>Example 2:</p> <ol style="list-style-type: none">1. Hi, it’s Trish Carr from WPN, and you came by my table at the _____ event.2. You dropped your card in for the raffle and I’m calling to let you know what you won.3. Is this a good time for us to talk for a few minutes?
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What if they don’t answer the phone?

What if they say, “I don’t have time to talk now”

Follow above script.

Scenario – Follow Up Call to Gatekeeper

1. Hi, it’s Trish Carr from WPN, and we spoke last week regarding ways that I could _____ (benefit focused towards the impact on the gatekeeper)
i.e. Insurance – get better coverage for all the employees at your company and save you money too.
2. Is this a good time for us to talk for a few minutes?
3. Have you had a chance to send the information on to the ____ (person you really want to speak with).

What if they don’t answer the phone?

What if they say, “I don’t have time to talk now”

Follow above script