



**WANT TO GET YOUR MLM AND NETWORK MARKETING PROSPECTS TO
BEG YOU FOR A PRESENTATION BY USING ICE BREAKERS? THIS
TRAINING SHOWS YOU HOW**



Ice-Breaker Scripts

These Ice-Breaker Scripts are to lead into a conversation using tips in my How to Invite video, then an invitation to a tool, such as, “If I sent you a short video link, would you watch it?”

Ask for feedback from friends and family: “Can I ask you a favor? I’ve started a new business, and I’m learning how to talk to people. Can I practice with you and get your feedback?”

* Text, call, or Facebook message people you know: “I need a huge favor! (or, Can I ask you a huge favor?) I want to let you know something new I’m working on, so if you come across the right person, you can refer them to me. Are you free to talk right now?” (From Jeffrey David Gamble: “I’ve had a 95% success rate at booking appointments with this. It also eliminates all rejection.)

Text: “Hi _____, how are you? It’s been awhile. Let’s catch up! Can you meet for coffee tomorrow at 2? I’d like to hear what’s new with you, and share a project I’m working on.” (Good one for new recruits: send 10 texts: fill up their calendar this week!)

Recent friend conversation: “You said something the other day that got me thinking about your situation _____. (or, You told me you wanted...) I may be able to help. If I could show you a way to get _____, would you like to know a little about it?” (yes) “If I sent you a 7 minute video, would you watch it?”

Friend: “I thought of you because...” (Thank you Jackie Ulmer.)

Friend: “I’d love for you to look at this business and be a part of it. I think it will interest you.”

“I’d love for you to look at/try this product, I think it will interest you.” (Thank you Rob Sperry.)

It’s been awhile friend: “Hi Jane, it’s been awhile! How are you and your family? Me? Well, I’m expanding my _____ business and looking for people who want extra cash flow in addition to what they are currently doing. Do you know anyone like this?”

To Everyone: "Have you ever thought about going into business for yourself?... Yes? What have you tried? What's worked out?... (or) No? Why not?... (no time, money, idea, experience) Guess what? I have a solution for you where you don't need those things!" ~ Eric Worre

Text to get people to call YOU: "I have an important question to ask you that I cannot text... please call me at 7pm tonight." ~ Jeffrey David Gamble/ OR "I wouldn't call you if it wasn't important, can you call me back at your earliest convenience?" ~ Linda K. Davis

To a service person: "You sure do a good job. I'm looking for sharp people in my business. Do you see yourself doing this 5-10 years from now?"

In line at a store: Compliment the person in front of you to start a conversation (hair, shoes, makeup, clothes, skin) or talk about the weather or a product in their shopping cart. Get around to ask "Where do you work?" Most of the time they will ask what you do. If they ask, "I am growing my own business. If I get your phone number, could I call you to let you know more about it?" 99% of the time they say yes. Give them your cell phone to dial their own number, then call them back within 24 hours to follow up. On the follow say, "If I... would you...?" (Thank you Maria Fragoso)

Facebook: "Thank you for your Like (or comment). I'm curious, what did you like?"

After private messages back and forth, "I always desire all my friends to be on our program. That would bring a big smile to my face. Because I always want everybody to live a healthy life. Let me know, I'll hook you up. Either way thank you for being a shining light in our life. Let's always stay connected." – Jeff Beebe (He says it works!)

"I see you are following me on Facebook. (or, We are friends on Facebook.) I'm currently on a mission to help people hit by this economy to make extra cashflow from home, such as retirees, moms, and students. Do you know people like this I should be talking to?"

"Would you be interested in hosting a Facebook party for me? We'll have fun." – Whitney Husband

LinkedIn: Call them and say, "Tell me about your business..." (People love talking about themselves. You can then ask questions that can lead to yours: What do you love about it? Not love? etc.)

Social media friend, especially LinkedIn (professionals): "Are you open to developing extra cash flow in addition to what you are currently doing?"

To another professional: "I'm calling you because I'm expanding my business and I'm taking on several partners. I thought of you because of your good business sense. If I sent you a 7 minute video, would you look at it and tell me what you think?"

To another professional: “If I could show you a way to reach your goals faster, with millionaire mentors who teach you for free how they did it, would you want to know about it?.... If I sent you a link to a provocative 50 minute documentary, would you look at it and tell me what you think?”

To another professional: “This is powerful! It’s what you’ve been looking for! I found it! You need to clear your schedule and meet with me!” ~ Eric Worre

Someone you look up to: “Hello Mr. Rice, I’m calling because I’ve gotten involved with a _____ business. I’ve always respected your business expertise, and wonder if I sent you a 5 minute video, if I might have your opinion of it? (or, I’m curious how you would rate this as a business model?)”

Someone you look up to: “Hello Mr. Rice, I’m calling because my company is expanding in your area right now, and we’re looking for people who want to develop extra cash flow in addition to what they are currently doing. I know you are very well-connected and respected, and wonder if you know anyone I should be talking to?”

Someone who looks up to you: “I have something that made me think of you. I think you’ll want to know about this. (or, I think you should really check this out.)” or “I think you should know about this (business opportunity) so you can be aware of the options available to you.”

Millionaire: “Congratulations on accomplishing _____ so brilliantly! ~ What do you see as your next steps?”

Everyone: Listen for opportunities to respond to people with, “That’s why I’m glad I work for myself.”

Everyone: “If you could wave a realistic magic wand, what would you like your life to be like a year from now?” ... (learn more about it...) “Beautiful! If I could show you a way to (get that), would you like to hear a little bit about it?”

Everyone: “What about your current situation would you change?..... If I could show you a way to (get that, or get away from that), would you like to hear a little bit about it?”

Everyone: “What would you do with an extra \$600 a month?..... If I could show you a way to get that, would you like to hear a little bit about it?”

Everyone: “If there was a way to make extra cash flow from home, with free training from millionaire mentors, would you want to know about it?”

Everyone: “Who do you know who would like to get off the hamster wheel? (Or out of the rat race?)” (Or work from home and make an income right away?)

Everyone: "If I could show you a way to make more money, in less time, from home, at your pace, with free training, would you like to know about it?"

Everyone: "What do you like to do in your spare time?" _____ "How does that make you feel?" _____ "If I could show you a way to do more of that, would you like to hear a little bit about it?"

Everyone: "If you're like everyone, I know you're busy, so I'll keep this brief. Do you know anyone who would like extra cash flow in this challenging economy?"

Everyone: "If you could find a business that you were absolutely convinced would create the income you are looking for and more, you would want to hear about it, wouldn't you?" ~ Todd Falcone

Everyone: "If there was an opportunity where you could part-time: 10-15 hours a week, for 4 years, and then make enough in that 4 years to retire if you wanted to, for the rest of your life, would that have any interest at all for you, if it was true?" ~ Richard Brook

Acquaintance: "I haven't reached out to you before, but I'm reaching out to you now. I just got into a new business. I'm gonna run hard with it. I think you're sharp, I'd love to work with you. I'll tell you upfront, I'm gonna do it with or without you, but I'd love to do it with you. If you like it great; if not, no big deal. (Aim: to see if they want to know more.)" ~ Ray Higdon

Friends worn out by your pitch: "I'm in this new business. I don't think this is a fit for you at all, but I think you might like the product, I think it might help you out." ~ Ray Higdon

On the Street: after chatting: "I've gotta run and jump on a conference call, but listen, I'm just throwing it out there: you may or may not like it, I have no idea, but I'm always looking to work with sharp people. I'm just curious, would you be at all open to working on a side project if it didn't interfere with what you're currently doing?" ~ Ray Higdon

The following scripts are after you'd heard a problem/situation they have.

Perhaps you ask them about FORD: their Family, Occupation, Recreation, and Dreams (credit to Larry Kendall of Ninja Selling). Then you've given them empathy as in my How to Invite video.

Students: "If I could show you a way to pay off your student loan before you graduate, would you like to hear a little bit about it?"

Seniors: "If I could show you a way to have money leftover at the end of the month, (or retire in the style you dream of) would you like to hear a little bit about it?"

Employee: "If I could show you a way create a plan B for job security, would you like to hear a little bit about it?"

Employee: "Are you happy with your job/career? Do you see yourself doing this 5 years from now? If I could show you a way to work from home, doing what you love, would you like to hear a little bit about it?"

Employee: "If I could show you a way to make more money part-time from home than you do at your job, would you like to hear a little bit about that?"

Corporate: "If I could show you a way to develop a plan B and eventually make much more than you do now, part time, would you like to hear a little bit about it?"

Professional: "If you could wave a magic wand, what would be the business of your dreams? If I could show you a way to (get that), would you like to hear a little bit about it?"

Investor Adviser: "If you could make \$4,000 per month with a \$500 investment, would that make financial sense to you?" ~ "If I could show you a way to develop an income that has no ceiling, from a \$500 investment, would you like to hear a little about it?" ~ "Free training. No loans needed."

Parents: "If I could show you a way to work from home and be with your children, would you like to hear a little bit about it?"

Husband: "Imagine if you could have your wife home everyday with the whole family together. Would you like that?"

Wife: "If I could show you a way to retire your husband, would you like to hear a little bit about that?"

Moms: "If I could show you a way to make more money part-time from home than your husband does at his job, would you like to hear a little bit about that?"

Parents: "If I could show you a way to put your kids through college, and say YES to the things they want to do, would you like to hear a little bit about it?"

Longs to Travel: "If I could show you a way to travel like you want, would you like to hear a little bit about it?"

Everyone: "If there was a way to (get that, or get away from that), would you like to know about it?"

Everyone: "I happen to be in a company that offers solutions just like this for people!"

Inviting Tip: Record yourself as you talk with prospects on the phone. Just your voice.

Hearing it back, if you were on the other end of the phone, how eager would you be (on a scale of 1-10) to watch the link and be on the followup call? Do you LIKE the person? Trust them? Is there enthusiasm, listening, caring, right questions to uncover their need, and a bridge to solving those needs? ~ Most people, when asked why they didn't join a particular network marketing company, said, (surprise!) They didn't like the person!! ~ Most of all, enjoy yourself. Do it with love of helping, maybe outside on a nice day with your favorite beverage, and perhaps a reward of something you like doing afterward.

Perhaps my favorite ice-breaker:

I hand them my business card that has these items listed:

- Extra Cashflow
- Financial Freedom
- Time Freedom
- Work for Myself
- Personal Development
- Help Others
- Retirement
- Leave a Legacy

I ask which resonate with them. And why? Ask and listen until they are complete. Then say with their own words, "If I could show you a way to develop the funds to pay off your mom's house for her, would you like to hear about it?"

Elevator Speech: 15 seconds answer to "What do you do?":

"I help people feel amazing with an innovative health technology, and also help entrepreneurs to make extra cashflow in addition to what they are currently doing." (for a networking group)

"You know how people can always use extra cashflow in addition to what they're currently doing? That's how I help them!"

"I help moms make more money than their husbands do, part-time, from home."

"You know how so many people want to feel better? ... That's what I do with an innovative new health technology!"

"I'm a Network Marketing Professional. I educate people about better career options so they can make extra cashflow, and get paid what they're worth. Do you know anyone who this might appeal to?"

"I help people make money. It's a lot of fun! I really enjoy it." At a networking group, ask about them. If they ask you more about how you do that, say "If you give me your card, I'll call you later when we have some time, and I'll show you how I help people make money."

“Is this Amway?”: “We help people by selling them products to _____, like Amway, and we train others to do that too.” (If negative, you can ask, “What do you know about Amway?”)

“I’ll call you.”: “People are busy. I’ll take that job to remember for you, if you like.”

Also see Eric Worre’s scripts in his Go Pro book, and at the end of his Memory