

Three Phase Close

You- "What did you like best?" [Listen] You - "Me too!"

You- "Are you ready to get started?" Guest - "Yes."

You- "Great are you ready to get the paperwork out of the way?" Guest- "I have to think about it."

You- "Can I show you how simple this?"

PHASE 1

1. Draw circle and ask them how many services they need to be qualified.
2. On the right hand side of the sheet write out all the ACN services
3. Ask them- "Between you and all your friends and family, do you think you can get five services?"
4. "Could you put together a meeting and let us help you get two business partners that do the same thing?"
5. "This gets you to ETT. If you sign up this month of July 2011 and get this done in your first thirty days, you get a bonus from ACN for \$500, but more importantly you are able to make up to \$3000 a month part time for helping your team acquire their customers in their first thirty days."
6. "Are you ready to get started?" (Pause until they answer)

PHASE 2

1. Go through the positions on the overview and show how we only build in teams of three, so "when person four, five, six, seven, eight, nine, ten comes in for _____, where are they going?" "Yes under the first three."
2. Draw another circle and three circles underneath the one circle
3. "_____ knows a lot more people that we haven't shown yet."
4. "_____ only has three top spots and label them 1, 2, and 3 so when person four (draw out a circle each underneath each circle) (and label it 4, do the same for 5 and 6) five, six, seven, eight and nine come in, where are they going?" "Yes underneath the first three."
5. "Would you rather be four, five, six or one, two, three?"
6. (they say one, two or three)
7. "Great are you ready to get the paperwork out of the way and get started?" (Pause until they answer)

PHASE 3

1. "If you could get spot one, two or three, would you want to?"
2. "We can do this. Finish filling out the paperwork and this will secure one of the top three spots and I'll hold onto the paperwork until Saturday when you come to the training. If you decide the timing isn't right, I'll give it back to you and If you like what you see, I'll turn it in and get you a team ID number for one of the top spots. We are meeting with some people for _____ before the next meeting so you could actually have some people underneath you if you take one of those top spots now. Do you want to do that?"

THREE CLOSING QUESTIONS TO CLOSE OUT A PBR

"Let me ask you a few questions that were asked to me, just for you to reflect where things are in your life...."

1st, how many of you are just like I was when I looked at this...

You might be looking for more time in your life... time to spend with your family or loved ones ...actual quality time???

(Raise your hand to encourage them to raise theirs!!!!)

2nd, How many of you are also like me, and may be looking for more money in your life??? Money, that can supplement your income, help to pay for kid's college, or towards your retirement, or pay off credit card debt???? Or even replace what you've been doing?

(Again raise your hand!!! & consider your examples to relate to your audience)

3rd, How many of you can honestly say you have a plan in place to get you all the time and money that you just raised your hand saying that you want???

(Raise your hand and pause!!! Look around room as usually No one or only few will raise theirs)

Does anyone know Why is that??? (pause)

Because most of us have a hope and a dream, but NO Plan!!!!

How many of you think you might know at least 2 people that are in the same boat you are in the 23 countries we do business???

Then relate to them...

I saw this as a plan not only for me, but for my family... for my parents to retire, for my husband & I to have a quality of life together...

As a business owner, I knew \$500 was minimal to start a business with unlimited income potential... we got excited and have followed a system that is easy and proven it works...

So, We're going to stay around, enjoy some refreshments, make sure we answer your questions & get people started who are ready to start making money with us... we have our laptops and can get you your team id # tonight.

Those who are interested in learning how to make \$1400 in your 1st month like I did, I'd love to show you & those who just want to support (Host), thank you for coming, make sure you fill out your customer surveys & (Host)will help you with that."

Turn it back to the Host to add their commitment!