

## Exposure Steps

INVITE PROSPECTS to  
90 sec telephone call /  
your.gano24hour.com  
Prospecting and Contact  
Management System

## Scripts:

- 1) John, I'm putting together a group of the brightest people I know to help me launch a new marketing initiative in your area. Your skills are perfect. It's important to me and to you that you review the information I'm going to point you to. Do you have a pen? Please copy this number and web address down: 1 713-589-8761 and your. *gano24hour.com* and follow the simple steps. Then I would like to speak with you later this evening. Is 8:00 pm an ok time for my call?
- 2) John, have you picked up your email today? In your Email box under the subject ( Important information) is the most important mail you have received in years. Please follow the link and watch the video's so we can talk later this evening. What time should I call?
- 3) John, as you know I have been involved with the home based business environment for years as have you. I have to admit though I have been getting a bit tired of the old way of doing things. I have determined that the only way to really make the home business work is by using an internet based system that does all the heavy lifting for you. I have found a great project and my guess with your background you will be more than intrigued with the info I'm going to point you to. Do you have a pen? Please jot this down *your.gano24hour.com* website and follow the simple process and see what I mean. Let's talk tomorrow. It works like a jet!
- 4) I am really excited about the possibilities with this information I found. When I thought of someone who would likewise see this potential I thought of you. Do you have 90 sec's now? Let me 3 way you into a message. Now, can I have you

go to my website? Do you have a pen? It's your.gano24hour.com. It's time sensitive so the sooner the better. I'll call you back and see what your thoughts are. Is that OK with you?

## Following up

### Scripts:

- 1) John, how about if I call you tomorrow evening or the day after? Let me check my day planner. Do you have a calendar with you?

### Questions that can come up

What is this?

Script:

Do you have 90 seconds now? (use the 90 sec call)

“ No “

It's great information about a company I have teamed up with and thought you would have an interest also. I could tell you about it but the process is what you will be interested in. It wouldn't be fair for you to base your interest on what I say or don't say. The websites and 90 sec overview call covers it all. John, I respect you and would never waste your time.

*Always book the appointment to call them back before they get off the phone.*

Script:

John, you visit the website tonight, than tomorrow I can give you a call to hear your thoughts. It may be something your interested in or maybe not and that's ok. Let me check my day planner. Do you have a calendar with you?