

The Fortune Is In The Follow-Up

Here is an eight question follow-up script you can use after your prospect has seen a presentation. You do not have to ask every question but you can use this as a guide in your conversation.

The KEY to following up is to LISTEN! Really Listen! People will tell you what is important to them. It is essential that you key in on the things that matter to the prospect rather than assuming they are interested in the same things you are interested in.

This is a “sorting” business not a “convincing” business. Just share with them how they can achieve their dreams through ACN!

1. Tell me, _____, what did you like best about the ACN program? Building a strong residual income? The revolutionary Video Phone technology? Working from home and reducing your taxes? Great! (Affirm their answer)
2. Well, _____, tell me again, what's your occupational background? What do you do for a living?
3. Well _____, do you currently have any other Home Based Business that you are doing to REDUCE your taxes?
4. Have you ever worked with any Network Marketing companies?
5. _____, tell me if you did something like this how much money would you want to make starting up on a part-time basis? You can do that here easily. (Affirm their answer)
6. _____, let me ask you something else... to make \$_____/mo. - how many hours a week would you be willing to invest in your ACN business? Great! This is not a get rich quick scheme but if you are really willing to invest the time we can coach and mentor you to earn that income. (Affirm their answer)
7. _____, are you coachable and teachable? We have training and support that will help you build a strong residual income for you and your family?
8. Do you have friends and family outside of the area that you could use your Video Phone to communicate with? Get them excited about the Video Phone!