

First Follow Up Call Script

_____, How are you? Establish rapport.

Great! Did you review the Web sites I sent you.

IF NOT, SET A NEW APPOINTMENT.

(Stick to your GUNS now; keep YOUR Value!)

IF YES:

What did you like the best? (Wait for an objection to answer..)

What I have found to be the best way in helping people make a make a sound decision about setting up their own home business, (name), is to identify 4 areas of our home-based business. And then show you how you can do it very easy part time with our on the job training system. Is it OK if I cover these with you? Great

1. Company

AmeriPlan® has a proven track record since 1992, has 2 million satisfied customers, has no debt, and is the leading medical benefits company in the US. It has been featured on American Medical Review and is a member of the Better Business Bureau. It's really important to be with a company that has a proven record, that really makes sense, doesn't it?

2. Product

The lowest priced and best benefits in the medical benefits market where there are 60 million people without coverage and need these high valued medical benefit. It's just \$19.95 per month and can't you see that this product would really be easy to enroll people into?

3. The Team support and training

Our team has a time tested and proven system of how to make money your very first week as a result of our hands-on training because I will start making calls with you the day your web sites are up and that is really helpful in starting a new business, wouldn't you say?

4. The compensation and marketing plan. You can make money in two ways.

- First, attracting people into this rapidly expanding home business industry where there are 50 million people working from home. We do this through a system of talking with people who have asked to be contacted about a home business and it is so easy.
- Second is enrolling members into the low cost card that has 4 high valued medical benefits of Dental, vision, prescription and chiropractic.

With our proven system we will train you how to start making \$100 to \$900 starting now and let me ask you.....how would that feel?

So, “Let me ask you, do you like the company? The product? The team support and training? The compensation plan?” (Wait for and objection to answer...) How does this all sound to you?

What’s great about our business model is that it is time tested and proven system by our team, and it works.

- We can show you how you can start making \$100 to \$900 the first few weeks.
- And this is part time, 7 to 10 hours per week, so you can carry on with your present world of activity and have the freedom to do what you want.
- And most importantly to be your own boss. What I like to say is, you will be President and CEO of your own business.

How does that sound to you? Does it does it make sense? (Waite for and objection to answer....)

Here is the bottom line, _____. Thousands of people have achieved financial freedom with AmeriPlan®(r) and 70% are part time just 7 to 10 hours per week and you can, too, if you decide to join. With the price being ONLY \$295 or \$95, you have to ask yourself...“What if this works?”

Imagine the ability to wake up when you’re done sleeping, take time off when you want to, (not when you need to!) spend quality time with your family and or travel the world doing what you have always dreamed of...and by the way...“What would you do if you were financially free?”

Prospecting Success Tips:

- 3-ways are critical and should be used at this point in recruiting
- Utilize WEEKLY conference calls, local meetings, web sites for additional EXPOSURES.
- Always have a SENSE OF URGENCY!
- SHOW the SYSTEM!
- Support local meetings, the company web sites, incentive program or whatever your team has in place to help others succeed.
- SELL YOUR TEAM - People are sold on people, not opportunities!

4 Closing Questions to ask after the Presentation

1. Based upon everything you've seen here today, if you were to start part time, how much money would you need to earn per month to make this business worth your time?
2. How many hours per week could you realistically give the business to develop that income?
3. How many months would you be willing to give the business to reach that income level?

Use the figures from the first 3 questions in question #4

4. If I could show you how to develop a \$_____ monthly income working about _____ hours per week for _____ months, would there be anything else you would need to know before you got started?

Keys to Successful Phone Prospecting

- Creative persistency with the right attitude is the key.
- FOLLOW-UP is the most important aspect of sponsoring.
- Use the phrase "This may or may not be for you".
- Tell them that sales experience is not required.
- Explain that little time is needed to make money.
- Tell them that you have a low operating expense.
- Some people may have bad timing or money situations.

Don't expect to bring everyone into your business.

- BELIEVE in yourself!
- Remember how you were sponsored!
- Spend quality time on personal development.

[AmeriPlan® BENEFITS ARE NOT INSURANCE](#)

This is a Discount Medical Plan Organization NOT a Health Insurance Policy. The Plan provides discounts at certain health care providers for medical services. The Plan does NOT make payments directly to the providers of medical services. The Plan member is obligated to pay all health care services but will receive a discount from those health care providers who have contracted with the Discount Medical Plan Organization. AmeriPlan® Corporation 5700 Democracy Drive Plano, TX 75024.

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