

Prospecting Approaches for World Ventures

Voicemail:

"Hey____, it's _____...call me as soon as you come up for air...got something interesting we should chat about...here's my number_____" (repeat the number)

Eric Allen's Favorite Approach:

Here's the dialogue I use a majority of the time...

Compliment service / performance / personality etc...

"Man, you better be getting paid what your worth for (whatever they are doing..."Usually get a "yeah, right..."

Well, do you keep your income options open? If they don't, they are not prospects.

My team and I are looking for strong leaders (in that area) to invest substantial time and resources in...we have a unique business concept that I'm pretty sure you'll be intrigued by, at the very least? Would you be interested in meeting up (set the appointment and share the information)...simple as that!

Shush Arya's Favorite Approach:

I need you to do something for me. I have always respected you for your success in your job, career etc. and have a new project I would like to involve you in.

I appreciate you are busy but this is something that is too important not to share with you. When can we meet/get on the skype/phone for 30 mins to discuss it and I will also need you to review a few things online for me? When is a good time for you to do this?

Peter Powderham's Favorite Approach:

"Tell me where you are with any new ideas right now; are you open to considering anything new"? (If they say no, then they are definitely not prospects, they are suspects. Nobody with any drive says no to this question)

"OK, I'm working with a company and concept that is extremely straightforward and is obviously working well. I need you to get together with me for a specific discussion and I will also need you to go online at some point and review a few things for me? Can we schedule a time to do this"?

They will ask what it is and I always say...."I will tell you when we have the appropriate forum to ensure you can appreciate why I asked you to see this. What I can tell you is we are talking about the biggest industry in the world and how you and I can benefit from it".

Set the appointment.

Randy Ostrom's Favorite Approach:

"Got a quick second to chat? I have a question for you: "be honest with me...you're the kind of person that keeps their business options open, aren't you?"...if yes: "Great, I've got a business idea that we should kick around...How soon can you be in front of a computer for about 20 minutes?" (if now, then present NOW...if later, set the appointment ...just make sure it is a firm appointment)...all other questions refer to the questions doc & SPY SKYPE via IM for help during the call...set the appt
