



### **Initial Calling Script**

\_\_\_\_\_, My name is \_\_\_\_\_, I calling you because You recently expressed an interest in making some additional income by working from home!

1. Are you interested in a Part Time Or Full Time Option?
2. Would you be interested in a job or becoming an Independent Business Owner, where you can set your own hours and income?
3. Provided you qualify, how much time would you be willing to invest in a business venture?
4. Based on finding the right business how much income would it take to get you committed to working ( ) Hours.

### **Wrap up!**

I think I have something that could fit what you're looking for! I need 10 Minutes of your time to watch a video, that will explain everything that we do! This should give you a really good idea of what's involved and will allow, to go further in your search..... Would now be a good time?

Compliments of [ApacheLeads.com](http://ApacheLeads.com)



## **13 Powerful Responses to common questions or objections that your prospect may have!**

### **1) Don't have any money!**

A) I can appreciate that...tell me how many years have you been in the workforce...15...20? So you mean to tell me you have been in the workforce for xx years and what you are saying is that you don't have (\$500-\$1,000) to invest in a business that could create true wealth in the next 3-6 months? How Does that FEEL?

B) Isn't that the EXACT reason you should be looking at doing something about it? Something unique, out-of-the- box, and that YOU own?

C) Let me ask you this, If your hot water heater (refrigerator, furnace, tires on car vandalized, etc.) were to give out and you required \$600 to replace it immediately, how long would it take you to FIND the money?

D) Is there anything you can sell or pawn to create the start- up capital? (Livestock, old car, furniture, Joe Montana Rookie card, jewelry, etc.) How important is it for you to create a stable income streams?

Compliments of [ApacheLeads.com](http://ApacheLeads.com)



## **2) I Don't Have The Time!**

A) What is your short term plan to overcome that situation? And Your Long-term plan?

B) If I could show you how you could begin leveraging your time off the efforts of a marketing team that I will assist you with building, would it be worth your TIME to take a serious look?

C) If you continue doing, what you are doing how long will it be before you to get your time back.

D) Do you enjoy having no time? Do you enjoy what you are doing that leaves you with no time? If I could show you an exit strategy to that situation would take a serious look?

E) Do you feel like your life is not your own? When will you be ready to take your life back? I can show you a way.



### **3. I'm looking For A Job!**

A) How long have you been looking for a job?

B) Have you ever considered operating your own business where you can create the kind of income you would expect from a job, but have no ceiling on the level of income you can create?

C) Have you ever considered taking the Skills and talents that you bring to the marketplace and utilizing them to create an income stream through your own business?

D) Have you ever considered having the freedom to create as much income as you want based on your effort in operating your own business (from home) rather than being confined to an income cap inside of a job.

E) Have you ever considered what it might be like if your commute was down the carpeted freeway from your bedroom to your home office, instead of the asphalt freeway to someone else's business that you work for 15, 30, or even 60 minutes away?