

THE FUTURE'S Saturday Training

Confirmation Script

“Hello may I please speak with “Prospect”? Hi “Prospect”, my name is “ _____”!
I met you the other day at “Rep's Name” house, and you expressed a lot of interest in our company; and for that reason I am following up with you.
“Prospect”, the true value in our business is the training system we have in place. It is because of this training we are rapidly approaching a billion dollars in annual revenues!

The event will take place at “Location/Date/Time”. I am calling because we are looking for a few key people in this area, and by attending training; you will learn exactly what to do to be successful. You were still planning on attending, weren't you?

(Be Polite, Confident, and Assumptive when asking this question).

If Prospect Cancels: Be very polite, and inform them that the host will be contacting them soon.

If Not Sure: “If you are genuinely interested in pursuing this opportunity, the first step is to attend the training.” Edify the Speaker, and promote opportunity to be in on the ground floor!!! (Please respect the relationship between the rep and prospect.)

***Expert must have Confidence, Enthusiasm, and Tact!**

