

ZIJA – INVITATION TOOLS – SCRIPTS

- See List of Exposure Tools on Last Page -

Here are some powerful example scripts, for use in introducing people to the “funnel” or information source that will give them their 1st exposure to your Zija Business.

Please note, that while these are excellent models & learning tools, it is imperative that you master a few different versions / approaches, such that the language flows naturally, as if it were a spontaneous conversation.

Develop your invitation skill, and insert your preferred / most relevant method of exposure (CD, DVD, Website, Email with links, Webcast, etc.) where appropriate, in each sample script.

Alternately, pull a line or 2 from each script to use as your transition / introduction piece to the “opportunity message”.

Script 1:

David, I am putting together a group of the brightest people I know to help me launch a new business initiative. Your skills are perfect. It is important to me and to you that you review this [CHOOSE YOUR RELEVANT EXPOSURE TOOL] tonight on your way home. Then I would like to speak with you later this evening. Is 8:00PM an OK time for my call?

Script 2:

David, the information contained on [CHOOSE YOUR RELEVANT EXPOSURE TOOL] IS the most important I have ever heard. It is critical to me and to you that you review it today. Then let's talk.

Script 3:

David, I know that you are considered among the best at what you do. That leads me to believe that you could add tremendous value to a new venture I am involved in. I would like to hear your comments after you review this [CHOOSE YOUR RELEVANT EXPOSURE TOOL] . I'll call at....

Script 4:

David, I know you have long been considered among the best in your field as have I. I have to admit though that I am getting a bit tired of the grind. I have determined that I will diversify my income & have found a great project. My guess is that you will be more than intrigued with the info contained on this [CHOOSE YOUR RELEVANT EXPOSURE TOOL] . Listen to it as you drive today & let's talk tomorrow.

Script 5:

David, have you picked up your mail today? In your mailbox under my return address is the most important mail you have received in 5 years. Please listen to the [CHOOSE YOUR RELEVANT EXPOSURE TOOL] NOW so we can talk later this evening. What time should I call?

Script 6:

I am really excited about this information and when I thought of someone who would likewise see this as special I thought of you. It's easy to listen to--just pop it in your [CHOOSE YOUR RELEVANT EXPOSURE TOOL] player while you' re driving. It's time sensitive so the sooner the better. I'd like to give you a call to see what your thoughts are. Does that sound good to you?

Script 7:

I've teamed up with a new company that is opening in North American and Globally. I am looking for others who may want to team up as well. I have always respected you, David, and I wouldn't waste your time. Here is a [CHOOSE YOUR RELEVANT EXPOSURE TOOL] explaining it all and I would love for you to listen to it. It is easy-- just pop it into YOUR [CHOOSE YOUR RELEVANT EXPOSURE TOOL] player while you are driving. Give a listen and I'll call you to see what your opinion is. Does that sound good to you?

David: Yes

GETTING A FOLLOW UP APPOINTMENT & TIME **(TO SEE IF THEY HAVE AN INTEREST)**

- **SCHEDULE WITHIN 48 HOURS**

Script 1:

How about if I call you tomorrow evening, or the day after. Let me check my planner. Do you have a calendar with you?

- **If so, look for a common time together.**
- **If not, look at your book and pick a time together.**
- **When you agree on the time:**
- **Jot their name down and ask for their phone #.**
- **Write it down next to their name then give them your card with the day and time of follow up.**

Questions??

If they say, *What is this?*

Script 2:

Like I said, it is very valuable information about a company I have teamed up with and thought you could have an interest, too. I could tell you about it but I would probably forget a few things. It wouldn't be fair to you to base your interest on what I say or don't say. This [CHOOSE YOUR RELEVANT EXPOSURE TOOL] covers it all. Why don't you just listen to it and we can go from there. I respect you, David and I wouldn't waste your time.

THEN

Script 3:

You can listen to it while you drive David. Then I can give you a call tomorrow, to hear your thoughts. No pressure, David. Does that sound good to you? Let me check my planner. Do you have a calendar with you?

(don't walk away without a follow up time)

OR

Is this Network Marketing?

Script 4:

*Hmmm, what do you know about network marketing?
David: Well, I love it!*

Script 5:

Well then you will love this.

(proceed with exposure script and place the [CHOOSE YOUR RELEVANT EXPOSURE TOOL])

OR

Bob:

Well, I heard this and I heard that ---it's one of those pyramid things, right???

Script 6:

David, I'm under the impression that pyramids are illegal and I would not be involved with anything like that. I spent a lot of time doing my due diligence on this company and I have found it to be amazing. They have all the elements in place to go onto to huge success. Why not have a listen; I think you will be impressed with the presenter. No pressure, Bob. I respect you and wouldn't waste your time. You may have an interest or you may not. I really believe that this is a gift to someone who is looking.

THEN:

Script 7:

You can listen to it while you drive David. Then I can give you a call tomorrow, to hear your thoughts. No pressure, David. Does that sound good to you? Let me check my planner. Do you have a calendar with you?

Proceed to get a follow up time. Don't walk away without a follow up. FOLLOW UP CALL!

[CHOOSE YOUR RELEVANT EXPOSURE TOOL] = HERE'S A QUICK LIST:

- **CORPORATE WEBSITE: www.DRINKLIFEIN.COM**
- **VIDEOS ON CORPORATE SITE!!!**
- **CD AUDIO'S**
- **DVD VIDEO'S**
- **OPPORTUNITY OVERVIEW CONFERENCE CALLS (TUES AND THURS EVENINGS ON THE 512 597-6200 PIN = 9671111# CONFERENCE BRIDGE) 9:55 PM EST.**
- **SIZZLE CALL 3 MINUTE RECORDED OVERVIEW & TESTIMONIALS (24 HRS / 7 DAYS) 512-404-1299**
- **THE MIRACLE TREE BOOK, BY DR. MONICA MARCU**
- **FOOD FACTS BROCHURES**
- **DRINK LIFE IN BROCHURES**
- **POCKET FACT BROCHURES**
- **MATERIALS THAT COME IN YOUR STARTER KIT, PROMO BROCHURES ETC..**
- **DOWNLOAD BROCHURES FROM YOUR BACK OFFICE UNDER: RESOURCES – DOCUMENT LIBRARY**
- **PUB MED, MED LINE, www.SCHOLAR.GOOGLE.COM FOR MEDICINAL / EMPIRICAL DATA.**
- **WEBCAST / TRAINING SITE**
- **YOUR PERSONAL ZIJA SITE**

IN MYZIVO.COM – LOG INTO YOUR BACK OFFICE:

UNDER THE “PLACE A PERSONAL ORDER” MENU ITEM, YOU’LL SEE “ONLINE ORDERING” - PRODUCT LISTINGS ETC.. THERE ARE 15 ++ MARKETING TOOLS TO CHOOSE FROM!!