



PIQUING INTEREST SCRIPT

What to Say to Prospects with a Red Personality

“I was recently introduced to a business project that I believe has some amazing potential. Are you open to hearing about some possibilities?”

“I know your busy, but if the time and money were right for you, would you be open to hearing about a ground floor company that is developing here in the area?”

What to Say to Prospects with a Green Personality

“I’m excited about a business I recently saw and was wondering if you’re open to hearing about it?”

“I found a way to (address the needs they have) and I was wondering if you’re open to hearing about it?”

What to Say to Prospects with a Blue Personality

“What are you doing on (date and time)?”

“I’m having a top executive of a company come over and explain how we can both make some serious money. Come by at (date and time).”