

LEADS TEXT & SCRIPTS

Commit to contact at least 2 new contacts a day consistently next 90 days = Success

Step 1: Text Your Leads NOW

TEXT 1

Hi _____, this is (insert your name) with PPLSI. I'm contacting you because a while back you filled out an online form stating you were interested in a work from home opportunity. I'm texting for 2 reasons:

1. To verify the phone number that came across my desk is yours and valid.
2. To see if you're still looking?

If you are, please return my text. I look forward to speaking with you!

(Insert Your Name)
(City & State)

Independent Associate

PPLSI

REPLY TEXT

Awesome! I'm excited to speak with you. We do online marketing where you would be simply texting and emailing our videos, websites and Zoom Invites. No experience is required because we have a great training program. If that possibly sounds interesting to you, what time today would you be free for a couple minutes to talk about the position with one of our directors?

Step 2: Call Them

If you're new to leads, an expert will make this first call with you. Just call your expert 1 minute before the appointment time and tell your expert "This is the first call to this prospect" and tell them the lead's name & state where they live. Then, call your lead and say:

"Hi _____, it's (Your Name) from PPLSI. We've been texting about the work from home opportunity, how are you? Is now still a good time? I have our director on the other line who will give you the details, hold on let me patch them in."

If they don't answer, double or triple call them. Sometimes people don't answer phone numbers they don't recognize and might forget they have an appointment with you. When you double or triple call them they'll pick up.

THE DIRECTOR/EXPERT'S SCRIPT

"Hi _____! I am a Director here at PPLSI. I understand you are looking to make money from home? Is that right?

Great, is it ok if I take a minute and tell you what we do and then you can tell me if you're interested or not?

Basically, we do online marketing. You would be sending out texts and emails of our company videos and zoom invitations. You don't need any experience because we have a great training program. Does that sound like something you might possibly be interested in?

Great! Tell me about you! Why are you looking to work from home?

Tell me about your work background?

Great! Well, the first step is to watch our 2 short videos. The first video is 3 minutes and talks about our company culture and mission so you can see if you would enjoy working with us. The second video talks about the services and technology so you can see if you'd feel comfortable marketing them and the compensation details so you can see exactly what you'll be doing and how you'll be paid. If I sent these 2 short videos right now would you watch them?

Let's send them to you right now. (Stay on the phone and have the associate text or email them www.pplsiempower.com)

Did you get the video? Ok click on it. Do you see the first video? Great! Watch it and when you're done, click the "NEXT" button and it will take you to the compensation details. Can you watch that right now? Great, let us know when you finish and we can jump back on the phone together or we will call you in a few minutes to get your feedback. Talk to you shortly!

NOTE: Some cell carriers are blocking the web links. If they don't receive the link, you can email it to them

OR use your Prospect by PPLSI App > Media > Send them "2:46 Break Free" video and "19:28 Opportunity Presentation" video

Step 3: Call Them Back with a Director/Expert on a 3 Way Call

(If they don't answer, double or triple call them. If you're new, call them with an expert already on the phone and they'll do the talking.)

SEASONED ASSOCIATE: Call and ask "Did you have a chance to watch both videos all the way through? Wonderful, I'm excited for you to speak with our Director who is excited to talk to you about the compensation in more detail and answer any questions you have. Hold on let me get them on the line."

DIRECTOR/EXPERT'S SCRIPT:

"Did you have a chance to see both videos all the way through? What did you like best or what stood out to you?"

(Agree with them and share your story using key words like "I love working from home," "I can text while I'm at soccer practice," or "all I do is text our videos out and I'm able to make money.")

"Do you have any questions or are you ready to get started?"

If they're ready to get started: Explain the total start up investment and ask "Is that within your budget to start a business? Are you ready to get started now? Wonderful! I can walk you through the website enrollment which will take about 5 minutes or I we can take 1 minute and take your info over the phone. What's easier for you?" (Stay on the phone until the registration is complete!)

If they're not ready: Invite them to tonight's Opportunity Zoom at 7pm central time www.PinnacleZoom.com to

"Hear from a top income earner sharing how they do the business and meet the team."

Zoom Presentations

Monday- Saturday 7pm central time

Sunday 6pm central time

on www.PinnacleZoom.com

Follow Up Scripts

TEXT 2 (if no response to first text send this):

Hi _____. Is this the right number for you? I called and texted you the other day about the info you requested and didn't hear back. Just making sure. Are you still looking to make income remotely? Or no?

(Insert Your Name)

TEXT 3 (if no response to the first two texts, send this:)

Hi _____, I hope you're having a wonderful week. I reached out to you a couple of times and haven't heard back. I hope it's ok that I'm going to assume you don't want to learn how to make extra income from home and that's totally ok. I'm going to go ahead and mark you off the list. But I wish you the very best! If by chance I am interpreting this incorrectly please let me know.

Thanks, Your Name

IF THEY'VE REPLIED TO ANY OF YOUR TEXTS BUT YOU HAVEN'T BEEN ABLE TO GET THEM ON THE PHONE, TEXT THEM THE VIDEOS WITH THIS MESSAGE:

Hi _____, Are you still interested? The first step is to watch our 2 short videos. The first video talks about our company culture and mission so you can see if you would enjoy working with us. The second video talks about our technology, services and compensation so you can decide if this is a good fit for you. Please watch them and let me know if you're interested in learning more. (Insert videos)

IF YOU'VE SENT THEM VIDEOS AND HAVEN'T HEARD BACK, SEND THEM:

Hi (NAME), just wanted to follow up with you and see if you had a chance to watch the videos? On a scale of 1-10 how well do we fit what you're looking for?

IF THEY SAY "NO, I'M NOT INTERESTED" TEXT THEM:

Thank you so much for letting me know. May I ask, what was missing from our opportunity that you're looking for?

(Let your Director know their response)

(If they still say not interested send them this) I appreciate you very much. Please save my number as "LegalShield (Your Name)" in case you or any of your loved ones need affordable legal services or identity protection.