

**USE THE FOLLOWING FOLLOWUP TELEPHONE SCRIPT POSTED BELOW  
AFTER YOUR PROSPECT HAS WATCHED THE WOMBOT PRESENTATION**

We've all been there... myself included. Picture this scenario. You've called and talked with your prospect, shared your story, and presented your opportunity, and then the big question popped in your head:

How am I going to close and get the prospect to sign up?

It's a struggle everyone has had regardless of how long they've been in business.

In a moment you're going to see a series of 6 questions to ask once you are ready to get your prospect to join the wombot free 30 day trial.

This is the exact same system that has been used by all the people who have become top earners and industry leaders.

However, before we get to that 6 Question System, there are a few things to keep in mind.

Three points you must address to gain agreement from your prospect:

**1. Is it Simple?**

A confused mind says "NO". Keep your presentation simple. Keep your explanation of the business simple. Don't attempt to explain the pay plan, as that tends to be confusing. If you are asked by the prospect about the compensation plan, simply direct the prospect to view the presentation video again for an explanation of the compensation plan.

**2. Does it Work?**

The wombot presentation video will explain how the wombot software does for businesses and how lucrative it is to sell it to them. Let the prospect know that there are several real-life testimonials of people, that are similar to your prospect. Always remember, "Facts tell. Stories SELL".

**3. Can I Do it?**

No matter how good the company is, or how good the products/service are, or good your presentation is... your prospects will say "NO" if they can't see themselves being able to do it. Help them visualize the benefits they have to gain.

Have them imagine how this would solve their problems. Have them tell you how their lives would be improved by introducing the wombot software to local businesses and earning an incredible monthly residual income.

When THEY tell YOU, it allows them to visualize their own success.

## **The Proven, Time-Tested, 6 QUESTION SYSTEM to Closing the Deal**

The following is a simple closing methodology that works with every company and works in every country.

This guideline works with every age group and gender. Best of all, it consists of only 6 questions.

### **1. What Did You Like Best?**

At the end of every exposure, the most effective question you can start with is “What Did You Like Best?”

The worst question you could ask is “What do you think?” Asking what your prospect thinks invites them to be a critic. They begin to think of how they could critique your presentation, and they come up with negative thoughts.

Instead, when you ask “What Did You Like Best?” you’ll get completely different answers.

This question invites positive thoughts. In fact, their answers will give you clues as to their level of interest.

If they really liked the wombot software, that’ll guide you in a particular direction as you go forward. Or if they like the residual income, the time flexibility, then you’ll know to focus on those points.

### **2. On A Scale Of 1 To 10...?**

Ask your prospects, “On A Scale Of 1 To 10, with 1 being ‘Not At All’ and 10 being ‘Ready To Go’, how interested are you right now in this opportunity?”

This question takes their temperature. It will help you gauge their level of interest and how much more help they might need to make a decision.

You will get a lot of 6, 7, and 8’s. And that’s great. You can follow up with “**Why Did You Give Yourself That Number?**” to gain more information and let them hear themselves talk about what they liked.

### **But what if someone says 2?**

That’s still not bad! You will have a lot of work to build them up to a higher number, but a ‘2’ still indicates that they have some level of interest.

They might just need more than one exposure to get them ready. Simply ask them, “**What can I do to help you get to a higher number?**”

Their answer will help you identify what’s the best follow-up to use in order to set up the next exposure. Remember, anything over a ‘1’ is good.

### **3. How Much Money?**

Now we start asking hypothetical questions. “Based on what you’ve just seen, if you were to get started with this company for free for 30 days on a part-time basis, approximately **How Much Money would you need to earn per month in order to make this worth your time?**”

ASK what level of income would be interesting for them. Don’t TELL them what they could make. Listen to find out what they want, what their dreams are.

Be aware that some people will hit you with completely unrealistic pie in-the-sky numbers. If that happens, you can help ground them by asking (or reminding them) how much they make on their full-time job now and how long they’ve worked there.

### **4. How Many Hours?**

“Approximately How Many Hours could you commit each week to develop that kind of income?”

Again, be listening to see what they are willing to do, rather than what you would suggest.

Remember, in your initial conversation, you asked them this question earlier. “Provided that you qualify, how much time would you be willing to invest in a business venture on a weekly basis?”

Are they being consistent? If so that’s great. If not listen for what may have changed. You may need to remind them of their initial response to that question.

### **5. How Many Months?**

“How Many Months would you work X hours a week (use their previous answer) in order to develop that kind of income?” Find out how much time they’re willing to invest to get to the level they want to reach.

Once again, some people are not going to be realistic with you. It’s good to compare what they are earning on their current full-time job, and how long it took them to get there.

### **6. Ready To Get Started?**

After asking the previous 5 questions and listening closely to the answers you’ve been given, it is time to ask them to join the wombot free 30 day trial.

Use this question. - **“Based on what you’ve seen, are you Ready To Get Started?”**

This direct approach takes all the pressure off you and your prospect. You’ve made it easy for them to say “YES”.

In the event your prospect has a concern that you haven't covered yet, this is where it will come out.

If you've done the other 5 steps correctly, most of the time your prospect will simply say "YES".

Ask them to go the website address that you will give them to join the wombot free 30 day trial Stay on the phone with them as they begin filling out the wombot registration form.

View the following video - [Followup Video Closing Leads](#)

## **Telephone Script To Use For Followup Phone Calls To Opt-in Prospects**

Telemarketer: Hello (**prospect's first name**) My name is \_\_\_\_\_  
(your name/or Telemarketer name) and the reason why I'm calling you is to help you to get started making money right away with the wombot business!

(Telemarketer): (**prospect's first name**), Before I can help you, I need to ask you a few quick questions first, to see if this opportunity is going to be a good fit for you, alright?

(prospect's possible reply) Sure, go ahead.

(Telemarketer): Okay, the first question that I would like to ask you is,

**What Did You Like Best About The Wombot Opportunity?**

**Prospect answers -----**

**On A Scale Of 1 To 10, with 1 being 'Not At All' and 10 being 'Ready To Go', how interested are you right now in this opportunity?"**

**Prospect answers -----**

**How Much Money would you need to earn per month in order to make this worth your time?**

**Prospect answers -----**

**Approximately How Many Hours could you commit each week to develop that kind of income?**

**Prospect answers -----**

**How Many Months would you work (X) hours a week (use their previous answer) in order to develop that kind of income?**

**Prospect answers -----**

**Based on what you've seen, are you Ready To Get Started?**

**Prospect answers either Yes or No**

If the prospect answers no -

**Telemarketer:** Okay, I understand.

Just so you know, if you do decide to get started with the free 30 day trial today, you will be guaranteed to be included in the small group of people that will receive extra assistance with building a team of affiliates.

If you act quick enough to be included in this small group, you are going to be in a great position to receive that extra affiliate income that much faster...

...And don't forget, this will be extra income that you can receive on top of the immediate income that you will be receiving offering the wombot software to small businesses!

As soon as you can, go to the following link I'm going to give you and sign up for the free 30 day free trial (**Go to (\*) Closing**)

**If the Prospect answers Yes.**

Telemarketer: Alright (**prospect's first name**), let's get you started!  
You will need access to a computer or smart phone to join today.

**(Go to (\*) Closing)**

## **(\*) (Closing)**

Here's the website link that you need to go to - **(insert a shortened domain name that forwards to the SALES PAGE of your wombot affiliate capture page)**

When the web page appears, click on the "Join Now" button, fill out the information that is requested and your wombot 30 day free trial will begin!

And please note, your credit card will not be charged anything today, because you are only signing up for the free 30 day trial.

When you get started with the free 30 day trial today, you will also be guaranteed to be included in the small group of people that will receive assistance building a team of affiliates, so that you can get paid an additional affiliate income every month.

Telemarketer: **(prospect's first name)** Does that sound good to you?

Prospect replies -----

Telemarketer: **(prospect's first name)** I'm glad I had this opportunity to talk with you, and I think that you are going to be very happy with the exciting income that you are about to start making.

Don't forget, you will receive that first, very important email, right after you sign up for the wombot free 30 day trial, so keep a lookout for that email to show up in your inbox!

Have a great day. Goodbye!

## Voice Mail Message

Hello! I'm sorry I missed you. My name is \_\_\_\_\_ and I was trying to reach (the name of the person being called),

The reason why I'm calling is because you asked for information regarding our home-based income project. I just wanted to follow up and help you get all the information you need,

To receive this very important information, please visit the following website at: **(insert a shortened domain name that forwards to the SALES PAGE of your wombot affiliate capture page) .**

You can view the information again and if you decide to get started, you can join the wombot free 30 day trial by clicking on the "Join Now" button.

After joining the free 30 day trial, you will receive an email within 24 hours containing the information that will show you how to start making an income right away with the wombot business!

Have a wonderful day! Goodbye.