

PhAsE

www.TeamPhase1.com

Team Phase 1 Success System

By Cesar Rodriguez 910-279-4600

1.) CONTACT & EXPOSE

Make a list of prospects, peak their interest using scripts, and prequalify them with a pre-recorded sizzle call whenever possible.

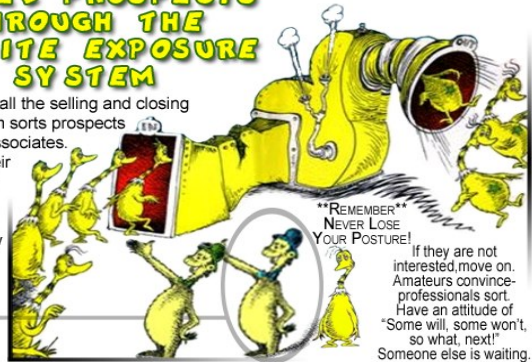
Note: Exposing several people at a time in private or group settings is a super-fast way to explode your business!



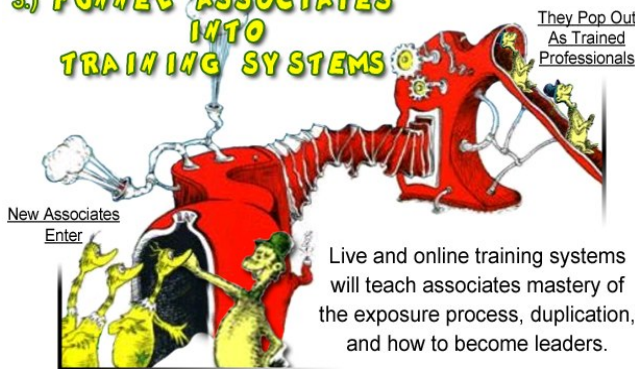
2.) FUNNEL PROSPECTS THROUGH THE WEBSITE EXPOSURE SYSTEM

Website videos do all the selling and closing for you! The system sorts prospects into members or associates. Experts answer their questions and sign them up online!

Note: Master 3-way calling and use experts to drive prospects through the system.



3.) FUNNEL ASSOCIATES INTO TRAINING SYSTEMS



They Pop Out As Trained Professionals

Live and online training systems will teach associates mastery of the exposure process, duplication, and how to become leaders.

4.) REPEAT STEPS 1-3 AND TEACH YOUR TEAM TO DO THE SAME

This is what success looks like! Success is achieved when you have massive amounts of people funneling through both systems and you are teaching them to do the same.



- ❖ **Help script** *"I just hooked up with a NYSE company and as part of my training I need to get 10 people to watch this online video tonight. Would you mind helping me out and being one of my 10?"*
- ❖ **Ultimate Phone Script:** *I just hooked up with a 38yr old NYSE company that's doing a ton of expanding and they're looking for some people. Now I can't promise you anything but if you saw a way where you could make some pretty serious money on the side **and it didn't interfere with what you're already doing** would that be something you'd be interested in? When they say Yes, 3-way them into a call!*
- ❖ **If people ask the name of your company say:** *"We protect people from Identity theft, and give people access to attorneys through a company called Pre-paid legal services, have you heard much about them?"* If they say "yes" ask if they've heard a lot or a just a little bit and if so what they've heard.
- ❖ **3 Question Close Script:** (Ask these 3 questions once someone has seen any video or presentation)

1) *What did you like best?*

2) *Do you see an opportunity for yourself?* (If they say "no", Thank them and ask "Who do you know?")

3) *Is there anything else you need to know before you get started?* (Smile & shake your head in the "no" direction)

-If they answer "No" start filling out their paperwork. If they have questions, get an expert to answer them for you.

Important Phone Numbers and Websites:

919-786-3600

5 min pre-recorded sizzle call by Cesar Rodriguez. Use to expose and prequalify people!

HiringNationwide.com

"Website Exposure system" Packed with online videos about the membership & opportunity!

TeamPhase1.com

Our Team website. "Training System funnel" Packed with training videos, scripts, and docs!

641-715-3900 pin:2556#

How to Prospect Pre-recorded Training Call. 17min training on how to Master Prospecting!

*580-436-7424 *

Pre- Pre-paid Legal Corporate Home Office Call for all marketing & technical questions.

800-388-3884

VideoPlus Call to order training videos, audios, DVDs, & other marketing tools

Team Conf Call Every Sunday Night 8:45pm EST. Dial 712-338-8000 Pin:72430#