

CALL NIGHT WORKSHOP

Can be used to invite to business plan, product meeting or training.

3 hours long: Format may be adjusted based on # of people attending - i.e calls may last 2 hrs because the first 45 minutes were done in 15 minutes.

First 15 min: Open networking

Next 30 min: Leader facilitates. Each person shares a goal or an NMTSS challenge they working on.

1.5 hour : Calls At least 10 calls from each person from the following categories; Customers-Prospects-Team Members. Go around in a circle and take turns making the calls so the new people can hear the more experienced people. Below is the script.

MUST LISTEN: [CLICK HERE TO HEAR CHEYN CRANGLE TRAINING ON THIS THIS METHOD](#)

SET TONE: Hello Josh...*Can you help me out?... I only have a second ...The reason I am calling I started my own business. I don't know if you know that.*

EDIFY: *I thought of you right away. I know you are connected and I value your opinion [or something to honestly edify them]. I was hoping we could get together next week Tues or Wed at Star Bucks - both day work for me - for about an hour to evaluate what I am doing. OR I am having some people over to my house next Wednesday to take a look at what I am doing.*

LOWER PRESSURE : *You may or may not be interested. Either is completely fine with me. But if I can get an hour, it would mean alot . It would help me out for you to see what I am doing.*

IF THEY ASK WHAT IS IT? KEEP IT SIMPLE: *I own a customizable franchise....I own an affiliate marketing shopping site....I own a weight management biz etc. It is really hard to explain on the phone.*

SET THE POSTURE: *I've got you on my calendar Star Bucks at 10 -11 am. I respect your time. I know you respect my time. Do you see anything in your calendar right not that would prevent you from coming?...Great. I will call you the day before to remind you. I look forward to seeing you then.*

CALL THE DAY BEFORE: *Hey Josh. It's Bonnie. Just reminding you about getting together next Tuesday. I've got some good materials to give you. Again, we only need an hour. Look forward to seeing you there.*

Last 30 Minutes – Go Over Appointments. Team up with partners to go with you on appointments as needed.