

Base Shop Training on Builders School/Gala/Fast Starts

4 minute Drill:

1. Have everyone get out a piece of paper and write their name at the top.
2. "When I say a word I want you to write down the person or people that come to mind as I go thru this list. Do not prejudice anyone just write them down."
3. Improvise the 4 minute drill. Jog their memory deeper than what's on the 4 minute drill list. Examples: Recruits that quit. Clients. Referrals or Prospects that you've been following up with. Someone that came to Opp Night but didn't join yet.

Circle the people that:

1. You would like to be in business with?
2. Who is ambitious?
3. Who is money motivated?
4. Who likes to help people?

Count:

1. All the names on the list.
2. Write it at the top of the paper.
3. Divide it by 2 and write that # next to it.

PDR the following 2 scripts:

1. What are you doing on _____? *WFA* The reason I'm asking is because I started a new business that I think you would be successful at. I have an event that I would like to invite you to that will showcase who we are, what we do and what would be in it for you if you decided to join me. The admission tickets are only \$__. When can I come by and drop off the tickets? Would during the week or weekend be better?
2. What are you doing on _____? *WFA* The reason I'm asking is because I need your help. *OK* I started a new business and we're putting on an event that will be showing who the company is and what we do for people. What I need from you is your support by attending the event so you can get a clearer picture of what it is I'm going to be doing so that you can refer me. The admission tickets are only \$__. When can I come by and drop off the tickets? Would during the week or weekend be better?

3 outcomes of a BIG Event:

1. You don't come and you will be out of business in the next 6 month
2. You come and bring your partner/spouse and you'll stay in business for at least the next 6 months.
3. You bring people and you will condense the next 6 months into 1 weekend.

Which one would you rather have?

The Process of buying fast start tickets and then selling them:

The smaller of the 2 numbers at the TOP of their list is the minimum number of tickets that they should buy.

Hand out the Fast Start Ticket Sign up sheet and have everyone fill it out:

1. Have everyone complete the top half of the ticket order form and put down their ticket commitment only at this time.
2. Then collect all the 4minute drills and all the ticket order forms and make copies.

1. What are you doing on ____? *WFA*
The reason I'm asking is because I started a new business that I think you would be successful at. I have an event that I would like to invite you to that will showcase who we are, what we do and what would be in it for you if you decided to join me. The admission tickets are only \$____. When can I come by and drop off the tickets?

2. What are you doing on _____? *WFA*
The reason I'm asking is because I need your help. *OK* I started a new business and we're putting on an event that will be showing who the company is and what we do for people. What I need from you is your support by attending the event so you can get a clearer picture of what it is I'm going to be doing so that you can refer me. The admission tickets are only \$____. When can I come by and drop off the tickets?