

Urgent Piquing Method

Why: It shows your new person this works, it teaches them how to do a proper pique and it finds leaders quickly. It keeps excitement high and fear low.

How: After the presentation and person says they need to think about it or are not sure or do not have the money (or some form of 'not now').

"Great, I understand your concerns. What if you introduced some people to me and I built a huge distribution team under you – there would be hundreds of reps and thousands of people. I'll work with them, I'll build it and it will all be under you. You can get paid on everything they do. Would that be interesting?"

Yes...

"Great – who are the first 5 people you are thinking of – and don't worry if you they will be interested or not – we'll find out if they are."
(Have them write the names down.)

Now, here is what I tell people:

(write this on the back of the 24 hr game plan)

- I found a way to double our income. You need to see this!
- I am with my business partner now.
- Can I introduce you?

Can you say this?

Great, let's try one person and see if they are interested. Just use these words and hand the phone to me – we'll just try one.

(Script for Business Partner)

"Hello _____. I only have a few minutes, so I apologize I'm going to be brief. I am an international expansion leader with the company ACN. We are expanding into your area and I am looking for people who can help us. _____(name of person you are with) said you might be able to help us.

The company is over 13 years old, we have already expanded into 18 countries on 3 continents and we are continuing to expand.

We have a turnover of over 500 million euros in the expanding telecommunication market. It is expanding fast and there may be a way for you to profit.

I am looking a few people who can help us find leaders. When can we meet – so that I can share with you all the details? (pause)

Great. Can you meet me or???"

(Set the appointment with or without the person who introduced you to them).

Once you have done one call, ask if they would like to call another

"Would you like to call another person? I have a few minutes"



Once you have done the first presentation for someone who is ready to start – then go back to the person who introduced them and tell them:

"Look, _____(person's name who is ready to start) is getting started and we are going to build a massive organization under them over the next few months. There will be hundreds of customers. Since you introduced them to me – I'd like to offer you the chance to override all of this. Would it be interesting for you to get paid on everything this group will do?"

Yes...

"When can we make an appointment to talk?"

No...

"No problem, you do understand that once this team is built, I can no longer position you to profit – this is a one time chance?"

If still not interested...

"No problem. Thank you for your help and if you know more people, feel free to give me a call. Thank you."