

**1. They answer**

1. Hello (their name), it's (your name)

I want to give you a quick call about Karatbars. On (Date) you opened your Karatbars Gold Savings Account. I wanted to reach out to you, to let you know there are new and exciting things happening in Karatbars. I didn't really tell you what this Company is all about, or how big it really is. (I apologize for that)

2. Are you still interested in, making extra money, from home?

(If yes)

Ok great. I'm going to send you an updated video. Do you want me to text it to you or email it to you. (Send this link) <https://youtu.be/tJBzJMfXL6k>

What time today will you have an opportunity to look at it?

(let them answer)

So, if I call you at (15min to a half after the time they gave) you would have looked at it, correct?

(let them answer)

Great I'll call you at (the confirmed time)

**2. Answering Machine**

1. Hello (their name), it's (your name)

I want to give you a quick call about Karatbars. On (Date) you opened your Karatbars Gold Savings Account. I wanted to reach out to you to let you know there are new and exciting things happening in Karatbars.

(if more than 5) I also wanted to let you know the business has grown in your downline, by (number) people.

If you still interested in, making extra money, from home, please watch video #2 at: (your website) then call me at: (your number)

### 3. If they call you back, or you called them back, GO DIRECTLY TO THE M.A.P.

#### The Map

**3) CONVERSATION – Follow-Up** (the fortune is in the follow-up) Call them back and ask them: Did you see the video? When they say, say “Did you see an opportunity for yourself?” if they still have some legitimate questions, edify and introduce them to your up-line sponsor to answer their questions.

**4) When they say “YES”** say “**GREAT**” then, give them your FREE enrollment link: [www.karatbars.com/?s=username](http://www.karatbars.com/?s=username).

**5) If they have questions,** redirect them to [www.TheRealMoney.info](http://www.TheRealMoney.info) and have them watch the FAQ Video #3. If they still have questions, set up a proper 3 way call. Edify your upline sponsor and take notes as they talk with your prospect!

**6) Ready To Enroll Them:** Have a goals conversation with your new team member as you enroll them. Here’s the conversation:

- a. Ask them, “Do you want to only save in gold or are you interested in generating income?”
- b. Do you want to generate income from the free position and earn monthly or are you getting a business package?
- c. If they say they want a business package then say, “Which package are you considering?”
- d. Once they say which one, ask them when they would like to get it. Offer your assistance to help with the process.
- e. After they acquire their business package, show them how to set up their beneficiary.
- f. Help your new team member upload their [KYC](#) documents.
- g. Show your new team member how to get on Auto-Exchange.
  1. Do you want your auto-exchange to be weekly or monthly?
  2. How much do you want to save each week/month?