**8 Steps to Successful, Professional Invitation by Eric Worre**

1. **Be in a hurry**
	1. Give the impression you are busy and in a hurry
2. **Compliment the prospect**
	1. Opens the door to communication
3. **Make the invitation**
	1. Direct approach
		1. Reserved for people who know you well or who you know personally they are looking for something different
	2. Indirect approach
		1. Asking the prospect for input, help, or guidance
	3. Super indirect approach
		1. Tell the prospect they aren’t a prospect at all, you’re just finding out if they might benefit from your product
4. **If I, Would you?**
5. **Confirmation #1, Get the time commitment**
6. **Confirmation #2, Confirm the time commitment**
7. **Confirmation #3, Schedule the next call**
8. **Get off the Phone!**

**Script Outline’s by Dani Johnson**

**F**amily **S**trengths

**O**ccupation **I**nterest

**R**ecreation **G**oal

**M**essage/Money **N**eeds

1. Where are you from?
2. Do you like what you currently do?
3. What do you do for fun?
4. Are you currently going to school? What’s your major?
5. If money is no object, what would you do?
6. Write down the 6 most important things you have to accomplish TODAY
7. Do them by PRIORITY
8. Do them in ORDER
9. Do them in order