GDI New Member Follow-up

For members who have joined GDI

These calls should ALWAYS be made as a 3-way call with your sponsor, team leader or running mate. Prior to calling your members, be sure to coordinate an appointment with your sponsor to make a 3-way call.

Goal of this call: Assist your new member with getting started **AND** qualify the **right people** as candidates for the 24/7 Interview process.

This script covers the following points when talking to your member:
1) Let them know who you are, why are you calling, and get to the point.
2) Ask permission to talk and build rapport.
3) Give out the homework assignment.
4) Close with a call to action – invitation to learn how to get started with GDI

General Call Guidelines and Etiquette
1) Keep control of the conversation. These calls should take 10 minutes and be no longer than 15 minutes. If your calls are running longer than this, you are presenting and selling the business.
2) No selling or presenting! Use the tools that are available to you (800# & websites) to present the information to your member. This is the only thing that is duplicable.
3) Ask for your member - Never assume the person who answered the phone is your member.
4) Always ask if it is a good time to talk – Be respectful of people's time.
5) Introduce your sponsor/running mate – If you are making a 3-way call, be sure to introduce your sponsor/running mate as soon as you find out it's a good time to talk.
6) Listen to your member – Don't go through the motions; really listen to what your member has to say.
7) Write everything down – Questions your members ask, personal information, follow-up appointments
8) Be yourself! – Relax be who you are. People like to partner with others who are confident, fun, and comfortable with themselves.

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>> If you get a live person, “Hello, this is _____ {Your **Full** Name} from _____ {Your State/Country} may I speak with _____ {First Name of Member Here}?"

If your member is not in, "Can you please take a message for _____ {First Name of Member Here}? Great, do you have a pen and paper handy." (ALWAYS leave a message with your name and number ... the right people will call you back.) "By the way, when will he/she be available?" (write it down) Thank-you. Please have him/her call us back when he/she gets in.

If your member is available, "Hi _____ {First Name of Member Here}, this is _____ {Your Name} from _____{State/Country}. As you know, I’m your sponsor with Global Domains International. I’m calling to welcome you to our team and offer assistance in building your new business. Is this a good time to talk? Do you have a few minutes? "

> (If not) "I’d be happy to call you back at a different time. Let me just ask you a quick question before we make an appointment … are you **serious** about building residual income from home? (If not, give them your name and phone number and ask them to contact you when they are serious. Let them know you will continue to follow-up with them by email)
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> {If yes} "Great, because we’re only looking for 10 serious people we can work with ... when is a good time for us to talk?" **(Posture yourself** by changing the time they give you by 15 minutes or so. Remember, you are the CEO and you’re only looking for 10 members for your board of directors. You’re conducting the interview on **YOUR** time.)
>
> "Fantastic, we’ll talk to you at _____.

{If it is a good time to talk and you have your sponsor on the line with you} "I have my business partner, _____ {Sponsor or Team Leader Name}, on the line with me, _____ {Member's Name}. He/she would like to share some important information with you and ask you a few quick questions to see if we have a match between what we’re looking for and what you’re looking for, OK."

IMPORTANT - **Write down** the answers your member gives you to the following questions!!

(Sponsor, after saying hello)

Hi _____{Member's Name}. As _____ just shared with you, I’m part of your GDI support team and I would also like to welcome you to our team. We’re excited for the opportunity to work with you. As your support team, it’s our job to help you get started. I'd like to ask you a few questions to get an idea of where you are now, where you see yourself heading and to see if we have a good fit. Would that be OK?

1. "Are you serious about earning residual income from home _____ {Name of Candidate Here}?

(**If NO**) “Well, _____ {Candidate’s First Name}, we appreciate your time today. We'll keep in touch by

email and if you decide that you would like to get serious about building a business, please make sure to get in touch with us, OK?

(**If Yes**)

2. "What is it that attracted you to GDI, _____ {Name of Candidate Here}?"

_____

3. What motivated you start looking for a home-based business?

_____

4. Have you ever had a home based business before? (If yes) Tell me about it. How did it go (or how is it going)?" (If they have a current home based business find out what their website URL is.)

_____

5. "What do you do for a living? How long have you been doing it? How do you like it? Can you see yourself doing it for the next 5-10 years?"

_____

6. "What kind of income are you looking for ... extra spending money, replacing job income, passive residual income, or retirement income? _____ Looking say ... 12-18 months down the road, what type of monthly income would you like to be earning with your new business?" (This question will tell you how big of a thinker they are, it will help you QUALIFY them based on DESIRE.)

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7. Tell me _____{Candidate's Name}, what are you looking for other than money? Of course everyone always says they're looking for more money, what we'd like you to do is paint a bigger picture for us. What sort of things would you do if money was no longer an issue?"

(This is probably the most important question of the interview. It builds rapport between you and your candidate and starts them dreaming and thinking outside of the box they're in. Don't let them give you one-word answers. For example if they say "travel" you might respond with something like, "Fantastic! Where would you go? Who would you take with you, etc?)

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8. "Do you have a minimum of 10-15 hours a week to devote to your business?" (Again, this helps you to

determine if they QUALIFY for your time) ___ Yes ___ No {If no, let them know that they will need at least that and ask them if they can make the time}.

"I'd like to share some important information with you that will assist you with getting started. Before I do that, do you have any questions about GDI? IMPORTANT - **Write down** any questions your member has!! **Note:** For member's who have not registered a domain for their GDI business … offer to assist them in choosing a name and help them register it.

For a limited time, we are offering free leads to new members who show they are serious about building the business. We have made qualifying for free leads very simple. The first step is to attend a Fast Start training call. The next call is at (let them know what time the next call is). Does that time work for you? (If not, give them the time for the next call). The number for the call is 646-519-5830. The call is private. You will need the following pin number: 4177#. I will be meeting you on the call.

I'll send you an email shortly with this information, as well as the steps you need to complete to get started. (Verify your member's email address.) Once you've attended the training, get back with me by phone or email to move on to the next step.

Now, don't hesitate to contact us if you have any questions before we get back to you. GREAT! Enjoy the site, and we'll get back to you at {date and time}. And please don't forget to notify us ahead of time if anything crops up to prevent you from keeping our appointment. Bye now. Send out the GDI Member Homework Assignment Email and copy your sponsor.