



WE FINISH WHAT WE START !

Confirmation Calls: Lock in Invited Guests

The Psychology

Third Party Confirmation calls are a sure way to lock invited guests into actually showing up at Presentations. The confirmation call is done by a 3rd Party **trained leader*; or the Presenter who will actually be doing the Presentation.

Every prospect who has agreed to come to a Presentation should be confirmed by a 3rd Party **trained leader* or the actual Presenter for that Presentation. The confirmation call will assist in the prevention of last minute cancellations and also is an opportunity to reschedule the prospect in the event they are not able to attend the scheduled Presentation. On occasion, it may also be an opportunity to clarify exactly why they are being invited to a Presentation. ***Be Prepared!***

All **trained leaders* and presenters should get the lists of invitees who agreed to come to a Presentation from their distributors and follow the script below to ***Lock the Invited Guests*** into the scheduled Presentation.

Confirmation Calls will greatly increase the number of guests who agreed to show up at a Presentation!

**trained leader: A Jade or Above who is an active distributor and has gone through the VG Training System*

Confirmation Script

Hello. May I speak to _____? (wait for response)

Hello _____. My name is _____ and I am calling you on behalf of _____.
How are you? (wait for response) Great! Do you have a quick minute? (wait for response)

Perfect! _____ and I are business partners and I understand you have agreed to come out and take a closer look at the details of what we're building which is great.

I just wanted to introduce myself before the appointment and say that I'm looking forward to meeting you and that _____ speaks highly of you. (pause for response)

Just to confirm, do you have the address (location) and is (date/time) still good for you? (wait for response)

If positive response:

Great! I look forward to meeting you. I'll let _____ know we spoke. Thanks for your time.

If anything other than a positive response:

Invite for another appointment in 24hrs or a conference call the same day as a last resort.