

Jeff Combs Biz Opt Seeker Script / Guidelines

Avg Interview 3 to 5 minutes

If the prospect interrupts you or cuts you off at any point, send them to your website with no promise of follow up.

Rule of 30 seconds

Connect with the prospect in 30 second increments

20% of your time should be spent asking questions
80% listening to the answers to those questions

We don't get paid for time, we get paid for "connecting with people".

Taken from the Audio -

"Becoming a Master Prospector"

by Jeffery Combs

- Script -

ring ring....

Jeff: Hello is Tom there?

Answerer: Yes, that's me

Jeff: My name is Jeffery Combs, I'm calling from Stockton, CA and you responded to my advertising about generating income from the comfort of your home.....is that correct Tom?

< just looking for a yes or no...if any wise cracks or any negativity, thanks, BYE! >

Tom: Yes, that's correct

< Transition >

Jeff: Great, let me tell you a little bit about the company that I represent. The company that I represent is JavaFit Healthy Coffee out of Miami, Florida.

JavaFit is a stable 7 year old company that owns it's own coffee roaster and is known as an innovator in the healthy coffee arena.

Jeff: The kind of person I am looking for has two qualities, and two qualities only –

1) Moderate People Skills and

2) A lot of Desire.

Do you have those two qualities Tom?

Tom: Yes I do

Jeff: Great Tom, you sound like the type of person that I work well with.

Jeff: What do you do for a living?

Jeff: How long have you done that?

Jeff: Do you enjoy that line of work?

< The interview questions have begun >

Other interview questions:

Jeff: Have you ever been in business for yourself?

Jeff: Have you ever worked an opportunity from the comfort of your home?

Jeff: What kind of income are you accustomed to on an annual basis?

Jeff: What kind of income do you seek to achieve in the next 12 months from the comfort of your home?

(very important question)

Jeff: Tell me about your goals for your life away from work....

Jeff: If you could double your current annual income, what would that additional income allow you to do for your family?

Jeff: What would be the first couple of things that you would do with that additional income?

Closing question:

Jeff: How soon are you looking at getting started with the right business?

< Remember: A master prospector sorts and does not convince >

< A master prospector is not needy....they are magnetic >

OTHER RECOMMENDED AUDIO BOOKS / AUDIO TRAINING

“Becoming a Master Prospector” by Jeffery Combs

“Prospecting in the Moment” by Jeffery Combs

“Seven Steps to Seven Figures” by Jeffery Combs

“90 Day Blitz” by Tracy Biller

“Momentum” by Tracy Biller

“How to Win Friends and Influence People” by Dale Carnegie

“Raising a Giant” by Robert / Bob Crisp

Learn more about Java Freedom Team

www.MyJavaTeam.com | www.CoffeeBusinessPresentation.com