

# STAR FISH™

SALES & LEADERSHIP PERFORMANCE TRAINING

**FOCUS:** When my **HEART** is on **SERVICE**, I am **NEVER NERVOUS**.

## INVITE BY PHONE SCRIPT

You have seen them recently-friend/acquaintance

Hi Amber, This is Tami. Is this an ok time? Great.

I just have a quick minute myself but wanted to share with you that I've been teaching those wellness workshops in [your city] that moms have been coming to where they learn cool ways to take care of the family naturally and keep them healthy using essential oils and other all-natural wellness products. (pause).

I'm calling all of my health-conscious moms to invite them to a short workshop on Wednesday, July 5th at 7pm at my house and then another one on Friday, July 7th at 12pm, which we reserve for the Busy Moms. It only takes about 45 minutes. If you end up finding things you want to try with your family that's great. If not that is totally ok. But based on what I know about your lifestyle I think you will love it! Is that something you would be open to coming to?

Great, Did any of those times...Wednesday at 7pm or Noon on Friday work for your schedule? (wait for response...if they hesitate say) "or we can just meet one on one if that is better for you? (If one on one...get out calendar and set appointment immediately).

We limit the workshop to about six people and customize it because we know everyone situation is a little different.

What I will do is send you a quick text when we get off the phone...and then I'll follow up the day of the workshop with directions and details. If you run into anyone that you feel would want to experience a class as well shoot me a text back and I'll see if we can squeeze them in...or we can get them to a workshop at a different time. Look forward to seeing you!

## INVITE BY TEXT SCRIPT

Hi Jane, It's Neal...can you call me real quick...I have a question.

