



C-A-L-L-S to [Mature, Lady] Realtors: QUESTION:

There's "nothing" as critical as: Doing my (10) Calls/DAY x (5) Days/WEEK - at least "initially" ... and thereafter ... the Follow-Ups ... the Support ... etc!!

ASSUME A "STRONG POSTURE" => CAT 1, **2**, or **3** - Y-O-U HAVE THE GOLD!!

[Strategically - establish CURIOSITY ... and intentionally - do NOT satisfy it!] >>> "Hi, is (Jill) there? - Hey (Jill!) – my name is [Peter Arnold]? I'm a Biz & Fin Consultant (Jill) - I specialize with Professionals - and I have a high respect for REALTORS? ... I realize that you do NOT know me (Jill) - but here's the thing: I saw [your AD / Sign / Picture / Smiling Face], while surfing for Real Estate professionals, in your area - and I really liked what I saw, so ...

*I wanted to call you, BUT - I know that T-I-M-E is PRECIOUS - and that I'm INTERRUPTING you, right out of the "clear blue" - so, are YOU OK for a couple of minutes, right now - as I'd like to ASK you a **QUICK QUESTION** --OR-- have I caught you at a bad time?? OK*

*Oh, and another thing (Jill), I've written an **eBook** – strictly for **Realtors**, and I'd like to eMail YOU a copy of it - for **FREE** - as a **GIFT**, if I may – and please understand - there is absolutely **NO CATCH** to that offer, whatsoever – Are you OK with that? Ok, YES*

*> GREAT! - Ok my, **QUESTION:** "Do you - at ALL - keep your "options" OPEN - in terms of making EXTRA INCOME - "outside" of what you're currently doing in your R. ESTATE Biz - especially IF there was absolutely **NO FIN. RISK** involved ... and perhaps even more importantly ... If it was NOT one of those **MLM / Network Marketing** Deals? – Could this **CATCH YOUR INTEREST**, do you think??? NO – YES ...*

*> "(Jill), this may - or may NOT - be for you - but it definitely IS a sound WAY to create an "extra" - **STABLE**, Monthly INCOME -- IN ADDITION to 'whatever' your current Real Estate COMMISSIONS are -- one that WOULD NOT INTERFERE with what you're 'doing' in Real Estate.*

*And, that is "NOT an **MLM**" type of Biz, as I mentioned - and it could be very easily operated - ONLINE - from your HOME >>> **do you think you would you be 'OPEN' to learning more about this??** - And regardless, I will totally RESPECT your decision – either way. ☺*

*> "Are you still OK FOR TIME (Jill)? – Ok, this might strike you as a little bit ODD ... but, briefly, here's what this IS ... we're simply REFERRING people to a **Family Owned, Online Enterprise**, for the very same – but FAR SAFER - EVERYDAY PRODUCTS that we are ALREADY BUYING somewhere else – anyway ... Personal Care Products / Home Cleaning / Laundry / Coffee / Nutritional Supplements / Dental Care / Medical Stuff / Essential Oils / Weight. Loss - on and on, and we GET WELL PAID for doing it!*

*It's SO "simple"! And their PRODUCTS compete with Amazon, & Walmart, & Target, on **QUALITY** and **PRICE**! ... BUT, they are 'far' >>> **HEALTHIER** >>> and **S-A-F-E-R** for us!!*

WE have "done" this, for years (Jill). **It's NOT about people spending any NEW money!** It's just about us **SWITCHING STORES**, for these much HEALTHIER // much SAFER products - as millions of others have done - it's that SIMPLE! And => there's **NO Capital Investment** required, whatsoever!

NONE!! BUT, the thing is THIS! => **"they" are giving good MONEY** - to those of us who do refer OTHERS to them + they pay out a lot of other **BONUSES & REWARDS & Fin. INCENTIVES!**

They are PAYING us, and very WELL - for doing this! Some, make as much as **\$5,000 - & MORE** ... in their very 1st MONTH!! ... But (Jill) - are you still OK for TIME here?? -----

I wanted to mention that our own Team Leader - a married guy, in TX, with 2 kids - brings in about **\$40,000/MO** now - Mo. after Mo. - in **PASSIVE** Residual Income - after only about (4) years [PART TIME] with this - simply because he too, decided to **S.H.A.R.E** these wonderful PRODUCTS - with OTHER PEOPLE - and get FINANCIALLY rewarded!!

Now, TRUTH be told - the vast majority of people simply want to become loyal, **Preferred CUSTOMERS** - they want the great PRODUCTS! - BUT, those of us who ALSO see the big OPPORTUNITY here - we 'develop' this as a **SIDE BIZ**, - PART TIME - from HOME - simply by **REFERRING OTHERS** - with the potential of getting very WELL PAID for doing so! :)

Anyway - again, my name is **Peter Arnold** ... and IF this sounds like something you might at least like to take a LOOK at - **I'll E-MAIL you some INFO on it** - and then, we could RE-CONNECT, - **IF** there's an interest - when there's more time? **[[YES?]]** - Ok

>>>>>>> GET HER BEST eMAIL ADDRESS!! <<<<<<<<

(Jill), in closing ... (3) quick things: (1)- I'll be including the **FREE eBOOK** for you, in my eMail + a link to my **BIO** ... (2)- I'll be "exposing" to you, a **DIRTY Consumer FRAUD PROBLEM** - that we're "all" innocent **VICTIMS** of! - and with the "perfect" **SOLUTION** for that ... and (3)- As a Business & Fin Consultant, I have always advised my own clients that a certain amount of **SKEPTICISM** is HEALTHY - especially when they're exposed to any NEW stuff - like this - but "in particular" - if it is on **SOCIAL MEDIA**, like on **FB - TWITTER** or on **TV!!** And, to always seek FULL DISCLOSURE - of only the FACTS!

Finally: As well as operating my own Consulting Practice here - I ALSO have 'this' as a nice **SIDE eBIZ** - and I'm looking to expand it, into YOUR area - by putting out some "feelers" - to find the **RIGHT PERSON** to work with - and **THAT** is why I called YOU!

Q: Has the **PANDEMIC** ... or **INFLATION** ... been **H-U-R-T-I-N-G** your Real Estate business at all??

Anyway - even though "I" think my **SIDE eBIZ** would likely **EXCITE** you - as "either" just a happy **CUSTOMER** - or as a possible **SIDE BIZ** [or "both"] => it still might not **BE** for you - but, **YOU** would be the one making that decision - right? 😊 **GET "best" eMAIL address!**

And frankly (Jill), as a Business & Financial Consultant – who has worked with “many COMMISSIONED Sales Entrepreneurs” - including REALTORS - the ONE MAJOR CONCERN they ALL have is - their FLUCTUATING Commission Earnings! - And this is just ‘one’ of the reasons WHY - what I ‘have’ here - is such a great SOLUTION, for ANY REALTOR => because it can help EMPOWER them => to build a BETTER FUTURE - for themselves, and for their loved ones!!

FOLLOW-UP - "THEN, perhaps we could RE-CONNECT by PHO [for 123GG?] - but only IF what you learn is of INTEREST to you! - because AFTER you've had a chance to look it over - you'll either be EXCITED [like "I" was], and want to know MORE. OR, you may have NO INTEREST ... & "EITHER ONE" is perfectly fine with me! WOULD THAT WORK?

IF TIME >>> inquire about her FAMILY? // SITUATION? // etc // etc!

[[[“Ok, this is a “family owned MANUFACTURING business” that’s been around for over 37-yr’s It’s an INTERNATNL, ONLINE, WELLNESS CLUB - where families can get the “same” Products & Services that they are “already” buying elsewhere each week anyway - at WALMART / TARGET / BEST BUY / AMAZON, etc >> but here - this stuff is much CLEANER / HEALTHIER / SAFER / and LESS EXPENSIVE >> and, they’re “delivered right to our doors” [saving time + gas!] There is “NO” NEW MONEY required here >> it’s simply people SWITCHING STORES - for much BETTER goods >>> at a LOWER COST!! >>> A-N-D, they also pay a REFERRAL FEE to anyone who might wish to send them NEW CUSTOMERS >>>>which can ADD UP - and become quite SIGNIFICANT!]]]

More on FOLLOW-UPS - "(Jill), AFTER you've had a chance to look it over ... you'll either be quite EXCITED [like "I" was], and you'll want to know MORE. OR, you may have NO INTEREST ... and "EITHER ONE" is perfectly fine with me ... So, here are a "couple" of OPTIONS for you >>> (1)- YOU could shoot ME a short e-mail - either asking for us to CHAT again / or NOT :) >>> or (2)- "I" could give YOU another call, to learn what you think – and to answer any questions, etc >>> which do you think you would PREFER??

[illegible]

Taking Their TEMPERATURE! -- You: "Well (Jill) - that was a "quick overview" of who we are, and what we do. ((1))- HOW DO YOU "FEEL" ABOUT WHAT YOU SAW / READ? ... "What did you like most about what you saw / heard / reviewed? ... ((2))- (Jill), on a SCALE of [1] to [10] ... with [1] being - **"NO**, I do "not" want to DO this!" ... and [10] being - "Oh my Gosh! – **YES!** This looks Amazing - Tell me more!" ... Where do you SEE YOURSELF??

>>> If they say a [2] or [3] - say - "Ok, clearly this is "not" for YOU - which is fine - but, if I may - ((3))- WHO might "come to mind" that this might really APPEAL to?? >>> if they say a [5] / [6] / [7] [["luke warm, or slightly better"]] - ask "Ok, WHY do you feel you're a [5] / [6] / [7]?? -- then, IF favorable, perhaps ask - "Do you have any QUESTIONS that I can address for you at this time?? I have TONS of excellent info I can provide you - but I don't want to OVERWHELM you either! :>) Also – tell them you're sending them => **the FREE GIFT FOR REALTORS** [eBook]!

IF they DO "want more" [most will] >>> schedule a "2nd" FOLLOW-UP! >>> schedule a "day & time" to get BACK with them - right there! - but "first" –

[["Ok [Jill], WHEN do you think you might get a chance to [watch that Video / see this new Info / read my PDF]?? - Great! - let's mark that on our individual CALENDARS now - this WED, 4 pm .

(1)- 'YOU' CALL BACK - She's NOT THERE ... "Hi (Jill) - it's (Peter Arnold) here ... it's 7:45 pm Wed eve - I'm just getting back to you ... we spoke earlier about the Business Information "links" I would send you, to look at ... You probably had "some other stuff" come up ... you can "give me a buzz" when you're free ... my E-MAIL should be there for you ... it shouldn't take you too long to go through that ... I'll give you a call again - say, tomorrow (Wed) at around the same time [7:45 pm]? ... OR, you can try calling ME ... Peter Arnold, at [902)-734-2025 ... that's 902-734-2025] ... Hope you're having a Great Day! -- Take Care ...

(2)- YOU CALL BACK - She ANSWERS ... Take Their TEMPERATURE! -- You: "Well (Jill) - that was a "quick overview" of who we are, and what we do. ((1))- HOW DO YOU "FEEL" ABOUT WHAT YOU SAW / READ? ... "What did you like most about what you saw / heard / reviewed? ... ((2))- (Jill), on a SCALE of [1] to [10] ... with [1] being - "NO, I do "not" want to DO this!" ... and [10] being - "Oh my Gosh! - This looks Amazing - Tell me more!" ... Where do you SEE YOURSELF??

>>> If they say a [2] or [3] - again, say - "Ok, clearly this is "not" for YOU - which is fine - but, if I may - ((3))- WHO might "come to mind" that this might really APPEAL to?? >>> if they say a [5] / [6] / [7] [["luke warm, or slightly better"]] - ask - "Ok, WHY do you feel you're a [5] / [6] / [7]?? -- then, IF favorable, perhaps ask - "Do you have any QUESTIONS that I can address for you at this time?? I have TONS of excellent info I can provide you - but I don't want to OVERWHELM you either! :>)

IF they DO "want more" [most will] >>> schedule a "2nd" FOLLOW-UP! >>> schedule a "day & time" to get BACK with them - right there! - but "first" - [["Ok [Jill], WHEN do you think you'll get a chance to [watch that Video / see this new Info / read my PDF]?? >>> Great! - let's mark that on our individual CALENDARS now ... this WED, at 4 pm ...

Create a SENSE OF URGENCY [set up FIRM Call-Back Appoints - NOW!] -- "So, WHEN can I GET BACK to you, on WED aft / eve?? -- COOL! -- and again, here's my PHO NO - XXX-XXXX - that's XXX-XXXX - should something come up - or you need to call me ... does that sound

Ok?" ... Then, when you DO call back - if it's a NO SHOW - leave a message [friendly, but "strict"] -- Dump them -- N-E-X-T!!

((**BUILDING a Bit of RAPPORT** >>> Never, never forget that YOU are "offering" OTHERS the chance for real GREATNESS in their lives!!! --- Y-O-U have the COOKIE!!! --- YOU are ENHANCING THE LIVES OF THOSE YOU TOUCH - BY HELPING PEOPLE REACH THEIR GOALS!!!)))

--- if **YES / MAYBE / THAT DEPENDS** - WHAT 'IS' IT? / etc >>> ASK QUESTIONS! // ENGAGE! ... "Well (Jill) - If I may - let me ask you - "why" did you say YES to my question? - How long have you "been" selling Homes there? - Has it been good for you - or slow, because of COVID, and so on? - Have you "looked" at other stuff? - Are you "from" [Dallas]? / etc

>>> **PRODUCTS?** - IF they say something about their HEALTH (or a family member's health) - you "might" want to consider referring to your PRODUCT(s)

>>> **ROTATING HOUSE** [IF there's "time"] ... "being in Real Estate, you might like to know that my wife & I 'joint-ventured' with one of our sons - to build Canada's very FIRST ROUND-ROTATING HOME - right on the OCEAN – in PEI with [4] HIGH-END CONDOS ON THE FIRST FLOOR. where Guests come, from all around the world! :>) [[RotatingHouse.ca]] ...

--- "I noticed, in your picture, that you were [wearing a GOLF shirt] -- are you an "avid GOLF player, or fan"? :>)

--- if **NO** >>> "respect" that! - "Ok, that's cool - I respect your answer - have a good day (Jill) >>> and EXIT NOW!

HOW MUCH ARE "YOU" MAKING? - "That's private (Jill) - just like your BANK BALANCE is private ... Besides, what "I" earn has no affect on what YOU could earn ... and HOW MUCH you might earn would be entirely UP TO "YOU"! :>)

RE-FRAMING (asking the QUESTION in a Different way) ...

... "Ok, let me ask you this ... If I could show you something that enabled you to put significantly more money in your pocket ... and you didn't have to "give up" your Real Estate biz, to create it ... is that something you'd be OPEN to taking a look at? ((Sure!)) ...

((I "love" working with ['other'] BUSINESS PROFESSIONALS! ... let me ask you this - - - "If I could show you something that enabled you to put significantly more money in your pocket – a "recurring" stream of revenue - each month - with a potentially "bigger upside" than what you're doing right now - something that you knew - FOR SURE - could create 6-figures "plus" in PASSIVE - RESIDUAL / RECURRING money - every month - every year - "without" stopping what you're doing in your [REAL ESTATE] biz - to create it >>> is that something you'd be interested in taking a look at? **YES / MAYBE / THAT DEPENDS, WHAT IS IT?**

Sending E-MAILS

"(Jill), ...why don't we do this? To be respectful of "both" of our schedules - I'd be happy to send you an E-MAIL - with info about my BUSINESS - and about ME ... (**PLUS eBook!**) and then, we can chat further, after you look at what I e-mail you ... but "only" IF it looks "interesting" to you. ... Would that be good for you? [OK] ...

((Simple, direct "calls to action" in your email is way better than multiple choices. If I send somebody an email and I want them to watch, look, read or listen to something, it's got to be EASY for them. I send them to one place. One site. Simple directions are easily followed

((If they persist -- "WHAT "IS" THIS?")) ... : "(Jill) ... to be real straight with you - due to the "magnitude" of what I am doing, a 30-second snapshot won't do it any justice ... much like it would be very ineffective for you to give an "Open House Tour" over the telephone. So, if you ARE "open" to taking a look - I would be happy to send you some information by e-mail. Does that 'work' for you?

"VOICE-MAIL" MESSAGES + CALL BACKS >>> do NOT "hang up"! >>> "talk" - leave a "lots of CONFIDENCE" IMPRESSION!

"Hi (Jill) ... this is (Peter Arnold), in Ajax, ON? It's about ---- [am/pm] EST here. Would you kindly give me a call, at your earliest convenience? I was just on your [WEBSITE] ... saw your info ... I liked what I saw ... [[[I'm "expanding a BUSINESS" in your area]]] - and I just have a QUICK QUESTION for you! ... My direct office line is (902)-734-2025 ... that's Peter Arnold, at 902-734-2025 ... I'm in the [Eastern] TIME ZONE ... I'll be in my office most of the day ... Look forward to your CALL (Jill)! ... Have a great day!

"They" do a CALL BACK ... "You" >>> asking for a REFERRAL ... "Hey (Jill) - I appreciate you calling back so promptly ... Let me tell you why I called ... I was doing a search for people in the REAL ESTATE profession - in the ----- area ... and I came across your Site / Bio ... and you look like you've ----- I'm a Biz/Fin Consultant (Jill), but I also have a BUSINESS - that I'm looking to EXPAND - in your area?

>>> "Let me ASK you a Quick Question ...

((a- IN-Direct)) - "Do You happen to know - in the Greater ---- Area - anyone who comes to mind - who might be looking for a "career change" - or a "shift" in what they're doing - or who I might talk to - somebody who is in Sales & Mktg - who's "sharp" / "outgoing" - and who might be in a "transitional" stage - that I might talk to - "regarding" the expansion of my business?? - - -

FIRST eMAIL ...

Subject Line: (Jill) - The INFO I Promised - (from Peter Arnold)

Dear (Jill):

Even though we just met - it was great chatting with you, by phone, just now! :>)

As I mentioned, I have a Business & Financial Consulting practice, but I also have a [Home-Based] Online Side eBiz in the Consumer Products, WELLNESS Sector

Because you said you "did" keep your options OPEN - in terms of making money - "outside" of what you are currently doing, in your Real Estate business [that I said would "not interfere" with what you're doing now - and that this is "not" an **MLM**] - I am listing below, a LINK to further information, that I feel should enable you to decide - IF you'd like to explore this further with me - or not.

