



HOME

EVENT RESOURCES

Invite Guests by Phone

Tips Before Calling

- Role play the phone conversation with a family member or friend or read the script several times so you're familiar with the flow.
- Take a deep breath.
- Don't talk too fast.
- Avoid getting into product or business details over the phone; instead remind them a Vemma leader will be at the meeting to go over everything.
- The phone call should last no more than 2-3 minutes.
- Show enthusiasm!



Sample Phone Script

Hi, (name of prospect), this is (your name) and the reason for my call is that I've been introduced to an amazing product and opportunity called Vemma that I'd like to share with you. I'm meeting with a select group of people on (day of week and date) at (time) and would like to invite you to join us.

Instead of explaining this to you over the phone now, a top leader in the company will be at this meeting to explain more about Vemma, answer questions and hand out samples of the product. Can I put you on my VIP list?

If the response is a "yes" then:

Great! I'm looking forward to meeting you on (day of week and date) We're going to start at (time), but if you can join us 15 to 30 minutes early so you have time to meet everyone and sample the product that would be great. The meeting is going to be at (name of location) and the address is (address of location).

If the response is "no" then:

I understand, but I'd hate for you to miss out on learning about this product and opportunity so how about if we meet up on (day of week and date) at (time). Does that fit in your schedule?

If the response is "no" then:

I understand your schedule is probably really busy. When would be a convenient time for you?



If the response is "I'm not interested" then:

I understand the timing might not be right for you now. It was nice talking with you and if you change your mind, please feel free to contact me.