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| **The BEST Phone Script**  A proven and powerful script used regularly by many very successful AmeriPlan® IBO's! This script was written with the PERSONAL help of Zig Ziglar himself, who insisted that IF the script were followed without variation, it would create incredible results. **It has!!**  Hello! Is Laurie there?  Hi Laurie, my name is Jeff. I don't know if my name is ringing a bell with you or not. *Jeff*??? The reason for my call is you where on one of my websites the other day looking for ways to make extra money from home!  Does that ring a bell?  Laurie, you've indicated you're looking for information about making additional money from home. My call today is to ask you, if you could make an extra **$250 - $500** per week, starting**NOW would that still help you??**  **GREAT!!**  **Laurie, If you're like most of us, you are wondering how much is it going to cost me to get into this business, right? Well it's ONLY$95.00 AND, we are going to help you earn $500 to $1000 in the next 30 days, part time, following our proven system.**  **Seriously! I don't know of ANY other business with a start-up cost that low that can produce the kind of income that this business does!**  **Is this a good time to talk?**  ***(If not a good time...)* When would be a better time for us to talk? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  *(If a good time, CONTINUE)*** | **The Master Networker himself, Zig Ziglar, said:**  *"The reason 90% of sales are NOT made is because nobody ever asked for the sale..."* |
| SUPER! Listen, with our system you can earn $500 to $1000 per week starting right NOW and build TRUE RESIDUAL INCOME! The name of our company is Ameriplan. Have you ever heard of us?  Let me explain who we are and what we do. AmeriPlan® is a HEALTH BENEFITS company. We have no products for you to purchase and try to resell to others.**NOTHING LIKE THAT!**  What we do is we market a HEALTH BENEFITS PACKAGE nationwide which includes savings on Dental, Vision, Prescription and Chiropractic Care up to 80% off. All four benefits are packaged together for **ONLY $19.95 monthly** for the entire household. We also have a full medical program for people who do not have insurance.  As you can see, what we have done is packaged each one of these benefit packages at an affordable price, and because of their simplicity and value, they sell themselves!  Laurie, do you see how these benefits could be a huge asset for any family. *(wait for an answer)*  We are a 16 year old company, with over 1 million people on our program, and we have NOT signed up even **1%** of **ANY MARKET or CITY in the country**! So this opportunity is truly wide open for you to make as much as you like. That's pretty exciting, isn't it?  We have people working with us who had NO PRIOR EXPERIENCE, and they now earn from $50,000 to $100,000 a year in residual (repeat) income! Would that type of income work for you? \_\_\_\_ Many make even more than that!!!  Laurie, our team, is the **FASTEST** growing team in the entire company! The way we've done this is using the Internet. We have put together some FANTASTIC support tools, because we have found by experience that a fantastic support and training system really helps average people like me succeed.  What we do is set you up with a professional, personalized website. On this site there are several online videos and couple different online forms. SO, when **YOUR** guest visits**YOUR** website and fills out a form, immediately their contact information is e-mailed to you so you can quickly get back in touch with them and enroll them into this business -- either as a MEMBER, looking for the benefit plan to SAVE money or as a **IBO, LIKE US** looking for the business opportunity to MAKE MONEY. Laurie, this website and our system is one of the most powerful tools in this business. **And we are the only team in AmeriPlan®who has it!!!**  Now, having a website on the internet does not guarantee that you will make money! I am sure you will agree. We have to teach you how to market with this system. We also offer several training conference calls every day Monday thru Friday. So, from the comfort of your own home, you can call in to our LIVE training calls and learn from some of the top income earners in our business how to build your business more effectively. Very practical training on what you can do, say, and put into place so that you can make money. We have a private training website and a personal e-marketing training program for our team ONLY!  Laurie I want to tell you that one of the best things you get when you start your AmeriPlan® business, (BESIDES OUR PROVEN SYSTEM) - **is ME! (pause) (pause)** You see as your sponsor, I become your personal trainer and coach. I'm here to make sure you make money. I teach you how to build your business step-by-step and work with you everyday, shoulder to shoulder to help you make it happen. We work together! Not because you are a nice guy or because I am such a nice guy either... This is how I get paid extra bonus money - **ONLY when YOU are successful - profitable! See, I'm here to make sure you make money!**  Laurie, there are **THREE WAYS TO MAKE MONEY** in AmeriPlan® *(Sound enthusiastic!!!!}*  **FIRST**, we earn a huge **30% commission** on all the Business Partners (we call them IBOs or Independent Business Owners) AND members that we **PERSONALLY** sign up. You can earn a 6 month advance commission on these applications that you personally sign up. This means you can earn up to $108 for signing up one person. Get this, we pay these checks to you DAILY. If you put an application in the mail every day, you get checks in the mail every day. Does that sound good to you?  **SECOND**, as you grow your business, you will begin to earn 15% and 34% in override commissions on a MONTHLY basis. This pays you a lot MORE money for the work that other people write!!. That's pretty awesome isn't it?  **THIRD**, our new TOP Bonus Program allows even new business partners to make a huge income -- even in their first month if they wish. One thing TOP allows is for you to be paid up to $300 for signing up 1 business partner on our TOP program who signs up just 3 dental plans within 18 days. How many $300 checks would you like in a week? The TOP program also allows you to be paid in **THREE additional ways** which means that it's possible for a go-getter to earn $50,000 to $100,000 per year income in less than 12 months. How does that sound to you?  While most people expect to pay hundreds or even thousands of dollars to start their own business … with us you can be fully in business for **just $95**. For this $95 we will rush deliver you an initial kit of supplies that normally sells for 70. Keep in mind by writing just 1 application you can already be into a profit with your own business. Pretty awesome isn't it?  Most business owners expect to pay thousands of dollars per month in required costs (called overhead) in order to remain open for business. Right? \_\_\_ Even most home businesses require hundreds of dollars of required purchases to stay in business or receive all your commissions. Right? \_\_\_ With AmeriPlan, as a business owner we each pay **just $50 per month** as our only required fee to stay active in business. For this you receive a dental, vision, prescription, and chiropractic plan for your entire household. Plus there are 17 additional benefits like great savings at Dell computers, Office Depot, cell phone services, & even a great cash back program at hundreds of major stores nationwide. You also get paid daily on all new applications. Your $50 fee is tax-deductible, and fully commissionable to you when your IBOs pay their $50. Besides ... if you're marketing your business at all, you'll earn a lot more than $50 each and every month.  We also have an Optional **$400 TOP program** which includes **$775 in Gift Certificates**(we call "Bloom Bucks") that can be used to buy any Sales Aids that you want from our company. Plus you also receive **5 FREE months** of your $50 monthly IBO fee (that's an additional $250 savings for you). Plus you receive the normal package of **initial sales aids**. That is a total value over **ONE thousand ONE hundred dollars** which is an awesome value for the extra $400.  So which plan makes better sense to you ... to start on the **Basic Program for $95** or to get everything including $825 in Gift Certificates and 5 months free with the TOP Program at $495 *BE QUIET - WAIT FOR THEIR ANSWER*  Laurie, let me summarize 4 points here. We got AmeriPlan®, a rock solid, 15 year old company. We are in the health care program industry with needed and wanted, affordable services! We teach a proven system of how to build your business over the internet, and we give you one on one mentoring to guide you and help you become successful. Can you see how that can help you be successful building your business? **GREAT!**  **\*\*\* MASTER ZIG'S ASSUMED CLOSE \*\*\***  **REPEAT this close over and over after each overcome objection or question  REPEAT this close on EVERY FOLLOW UP CALL, 3-WAY CALL, PRESENTATION and CONVERSATION**  We can get your website site set up today and quickly get you started making money! AmeriPlan® pays us on a DAILY basis. At the end of every business day they check the computer to see if we are owed any money. If we are a check is cut that night and mailed to us the next day!  All I need is your name as it appears on your drivers license: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Spell your last name please: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Street Address: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ City, State, Zip: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Home phone: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Cell phone: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (if not cell, any alternate phone #) Your Date of Birth: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Your Best Email Address: \_\_\_\_\_\_\_\_\_\_\_\_ Married or Single: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Now Laurie, as an IBO with AmeriPlan® you are going to have the full care program as well. The Dental, Vision, Prescription, and Chiropractic program. It includes not only you, but everyone in your household, whether they are related or not. I will need their names and their dates of birth... (If no response) ...you probably want to start with your (wife/husband/children)  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_\_\_  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_\_\_  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_\_\_  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_\_\_  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_\_\_  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_\_\_  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_\_\_  Are you putting this on your VISA? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  ......(if none, as for checking or savings account info, see Note #2 below) What is the Credit Card number? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Expiration date? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Name on the card? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Is your credit card billed to the same address as you gave me before? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (see note #1 below) In order to PAY you we need your Social Security Number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Great. I will send you an email today, and it will have all my contact information and details about our next NEW IBO Training Call. Your FIRST assignment is to set up your FREE TEAM website! This is VERY IMPORTANT. PLEASE be sure to call me by TONIGHT if you do not get this email with the WEBSITE instructions or have any problem setting it up!!! Write down my phone # so you can call me ANYTIME!  **If no credit card.**  Do you have a checking or savings account? \_\_\_\_\_\_\_\_\_\_\_\_\_ What is the name of your bank or credit union? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ What is your bank account number? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Is this a checking or savings account? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ How does your name appear on this account? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ What is the 9 digit routing number for the bank or credit union? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (If they don't know ask if you can CALL their bank to get it.) What is your Driver's License Number? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ State issued? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  **If they do not sign up, do not pressure them.**  Laurie Look over my website and watch our 6 minute "What If" video online OK? I'll send you the link to my site. What's your BEST email address? Ever heard of Morley Safer? Yup, the guy from 60 MINUTES... He did a BIG special on AmeriPlan® on TV. We captured it, cut out the commercials and have it on our video page. That is the best way to check us out... You know Morley Safer! When do you plan on being back online? When is it best to get back with you? Tonight or tomorrow? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Super! I'm here to help you! Let's plan on talking again on \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (DATE and TIME) after you and your wife have a chance to look this over.  When you do decide to do this I want you to know that I will help you!!! Look forward to talking with you \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (date and time).  (SEND A FOLLOW UP EMAIL WITH YOUR WEBSITE AND DIRECTIONS TO WATCH THE VIDEOS. TELL THEM WHEN YOU ARE CALLING BACK TO SEE WHAT THEY LIKED BEST ABOUT THE VIDEO).  **NOT EVERY PROSPECT WILL BECOME AN IBO... HOWEVER, EVERY PROSPECT HAS TEETH AND EYEBALLS. Before you completely let them go as an IBO Prospect - be sure to ask them: "How do you like your Dental Plan?" They are now your Member Prospect!!!**  Laurie , It seems like the timing is not right for you to become a IBO. Let's do this. I'll help you get started as a MEMBER. Use the programs to save money on your Dental, Vision, Prescription and Chiropractic. It's only $19.95 for your entire household. Once you see how fantastic AmeriPlan® is we can revisit and discuss upgrading you to a IBO when the timing is better for you.  All I need is your name as it appears on your drivers license: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ TAKE THE APPLICATION...  **OK, Look over my GREAT HEALTH CARE PROGRAM Site:**  [**http://www.mybenefitsplus.com/(your username)**](http://www.mybenefitsplus.com/(your%20username))        **Voice Mail/Answering Machine Message**  Hi, Laurie, this is Jeff calling, regarding AmeriPlan®.  You were looking at my website recently regarding the AmeriPlan® business opportunity and I just wanted to see if you could earn an extra $250 to $500 per week starting right now, if that could help you?  Give me a call, Jeff at 888-395-8254, and I will return the call at my expense. That is Jeff at 888-395-8254. We are expanding in the (city's or state's name) area if you're still looking for an additional source of income. Call me right away!  Bye now. | |