

This is, by far the easiest to learn and most effective of all the scripts. F.O.R.M. them and find a need first. You can use this script for any need. Just insert this any time you find a need.

Uncover the need and then say:

Wow, it must be hard for you to: *(Choose one)*

1. leave your daughter at day care to work this job
2. make that two hour commute each day
3. work two jobs
4. pay that much in taxes
5. etc, etc, etc.

Have you ever thought about working from home? A lot of people are doing it now-a-days.

Generally their response will always be something along the lines of:

- *Well I thought about doing it but I never had the opportunity.*
- *I never could find a business that was right for me.*
- *Does that really work?*
- *I tried a home business once but it didn't work out.*

Your response in each of these cases is "Really, tell me more about that!" or "What do you mean by that?"

And then

Do you have a paper and pencil handy? Write down this Website:

www.LMSuccess.com

or you could send them to the conference call