

Phone Recruiting Script for Network Marketing - Compliments of Jim Gilliland

1. Warm Greeting & Icebreaker

 **You:**

"Hey [Prospect's Name], it's [Your Name]! How have you been?"

(Let them respond. Keep it short and casual—compliment something if possible.)

2. Quick Transition (Create Curiosity)

 **You:**

"The reason I'm calling is because I recently got involved with something that has me really excited, and I thought of you right away. I don't know if it's a fit for you, but I'd love to share it with you real quick. Do you have a few minutes?"

(Pause and let them respond—be enthusiastic but not pushy.)

3. The Hook (Why Them?)

 **You:**

"I know you're someone who's always open to new opportunities / interested in health / looking for extra income (tailor this to the person), and this could be something that aligns with what you're already doing."

"It's a way to [mention key benefits: earn additional income, improve health, work on your own terms, etc.], and it's with a company that's growing fast and making a real impact."

4. The Invitation (Call to Action)

 **You:**

"Rather than me trying to explain everything over the phone, I'd love for you to check out a quick video / hop on a call with one of my mentors who's been doing this successfully. When's a good time for you?"

(Give two options: "Would today or tomorrow work better?" to guide them toward a decision.)

5. Handle Objections (If Needed)

 **Common Objection Responses:**

- **"I don't have time."** → *"Totally get it! That's exactly why I thought of you. This is designed for busy people, and the video is just [X] minutes long. Can you fit that in?"*
- **"Is this one of those things?"** → *"It's not what you're thinking. This is a real business with a proven system, and I'd never waste your time if I didn't think it had value."*
- **"I'm not interested."** → *"No worries! If anything changes, I'd love to keep you in the loop. Also, do you know anyone who might be open to an opportunity like this?"*

6. Confirm & Follow Up

 **You:**

"Awesome! I'll send you the details now. Can you commit to watching it by [specific time] so I can follow up?"

(Get a commitment and set a follow-up time.)

 **Bonus Tip:** Keep the conversation light, don't over-explain, and let the tools (video, webinar, mentor call) do the work!

Would you like me to refine this for a specific audience—like business professionals, stay-at-home parents, or health-conscious individuals?

For health conscious individuals

Phone Recruiting Script for Health-Conscious Individuals

(For recruiting people interested in wellness, natural health, and holistic living.)

1. Warm Greeting & Connection

 **You:**

"Hey [Prospect's Name], it's [Your Name]! How have you been?"

(Let them respond. Keep it friendly and relaxed—mention something personal if possible.)

2. Transition (Create Curiosity)

 **You:**

"I'm reaching out because I recently got involved with something really exciting in the health and wellness space, and I immediately thought of you. I know you care about natural health and keeping your body in balance, so I wanted to share this with you. Do you have a quick minute?"

(Wait for their response.)

3. The Hook (Why Them?)

 **You:**

"It's a revolutionary technology that helps the body heal and regenerate itself—without drugs or chemicals. It's all about **activating your body's natural healing process** using science-backed wellness solutions. I knew you'd appreciate this because of your interest in [nutrition, holistic health, fitness, biohacking, etc.]."

"It's simple, effective, and people are seeing incredible results. I'd love to get your thoughts on it."

4. Invitation (Call to Action)

 **You:**

"Rather than me trying to explain everything over the phone, I'd love for you to check out a short video that explains it better. When's a good time for you to watch it—today or tomorrow?"

(Give them two options to guide them toward a decision.)

5. Handle Objections (If Needed)

Common Objections & Responses

- **"I already take supplements / eat healthy."**
→ "That's amazing! This actually works differently—it doesn't replace what you're doing; it enhances it by helping your body activate its own natural healing and repair mechanisms."
- **"I don't have time."**
→ "I totally get that! The video is only [X] minutes, and I think you'll find it really interesting. Can you watch it while having your coffee or winding down tonight?"
- **"Is this one of those MLM things?"**
→ "Great question! This is a wellness movement that's backed by science and real results. Yes, there's a business side for those who are interested, but the real focus is on **helping people improve their health naturally.**"

- **"I'm not interested."**
→ "No problem! I just thought you'd appreciate knowing about it. If you ever want to learn more, I'm happy to share. Also, do you know anyone who's looking for natural ways to improve their health?"
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6. Confirm & Follow-Up

You:

"Great! I'll send you the video now. Can you commit to watching it by [specific time]? I'd love to follow up and hear your thoughts!"

(Lock in a follow-up time and thank them for their time.)

Pro Tips for Success:

- ✓ Keep it **natural and enthusiastic**—don't over-explain.
- ✓ Let **the tools** (video, presentation, mentor) do the work.
- ✓ **Position it as a wellness breakthrough**, not a sales pitch.
- ✓ **Follow up as promised**—your success is in the follow-up!

Phone Recruiting Script for Stay-at-Home / Work-from-Home Individuals

(For parents, remote workers, or anyone looking for flexible income from home.)

1. Warm Greeting & Connection

You:

"Hey [Prospect's Name], it's [Your Name]! How have you been?"

(Let them respond. Keep it friendly—mention something personal if possible.)

2. Transition (Create Curiosity)

You:

"I'm reaching out because I recently started something that's been a game-changer for me, and I immediately thought of you. It's a way to create **income from home** while also making a real difference in people's health. I know you're someone who values flexibility, and I wanted to see if you'd be open to taking a quick look. Do you have a minute?"

(Pause and let them respond.)

3. The Hook (Why Them?)

You:

"I know how important it is to have **time freedom** and still bring in extra income. This is a **legit way to work from home**—without having to sell products door-to-door or keep inventory. It's all about sharing something truly **life-changing in the health and wellness space**."

"It's a simple, proven system, and you can work it around your schedule—whether that's during nap time, in between errands, or whenever it fits your life."

4. Invitation (Call to Action)

You:

"Rather than me trying to explain everything over the phone, I'd love to send you a short video that breaks it all down. It's only [X] minutes and will give you a better idea. When's a good time for you to check it out—today or tomorrow?"

(Give two options to make it easier for them to decide.)

5. Handle Objections (If Needed)

Common Objections & Responses

- **"I'm too busy."**
→ *"Totally understand! That's actually why I thought of you—this is something you can fit into small pockets of your day without interfering with your current routine."*
 - **"Is this legit?"**
→ *"100%! It's based on cutting-edge science and real testimonials from people getting amazing results. Plus, you can build this business with zero risk—just by sharing information."*
 - **"I'm not really a salesperson."**
→ *"That's the best part—you don't need to be! We use a simple system where the tools do the explaining for you. You just share information and help people who are looking for solutions."*
 - **"I've tried something like this before."**
→ *"I hear you! What we're doing is different—it's a unique product with zero competition, and people are seeing **real results**. I'd love for you to check it out and see if it's a fit for you."*
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6. Confirm & Follow-Up

You:

"Awesome! I'll send you the video now. Can you commit to watching it by [specific time]? I'd love to follow up and hear your thoughts!"

(Lock in a follow-up time and thank them for their time.)

Pro Tips for Success:

- ✓ Keep it **casual and friendly**—not pushy.
- ✓ Position it as a **solution for extra income & flexibility**.
- ✓ Let the **tools (videos, presentations, mentors) do the heavy lifting**.
- ✓ **Follow up!** The magic is in the follow-up.