

## **A.T.M. SYSTEM for PROSPECTING, FOLLOW-UP & CLOSING**

### *Add – Tag – Message*

**Step 1. Invite** prospect to watch the overview video

**Step 2. Add** prospect to the Facebook Group

**Step 3. Tag** prospect in the overview video

**Step 4. Message** prospect privately that you've added them to the private FB group

**Step 5. Follow Up & Close** prospect after they've watched the video

### **EXAMPLE INVITING SCRIPTS**

*Be excited, keep it short, and let the video do the talking*

**Hey! I just saw this video you need to check out. Do you have a few minutes right now?**

**Hey! Do you have a few minutes to watch a quick video? I'm working on something new and want your opinion on it.**

**Hey! I just saw this video about earning extra money through social media and want your thoughts on it. Do you have a few minutes?**

### **ADD, TAG, & MESSAGE**

Add them to the Facebook group. Tag them in the video. Private message them:

**Hey! I just added you to the FB group and tagged you in the video. It's private so you'll have to accept the invite first. Let me know when you're in.**

### **FOLLOW UP & CLOSE**

After they've finished the video, set up a group chat with your sponsor/upline support:

**Hey! Did you get a chance to finish the video?**

**What did you like about it?**

**Great! I want you to meet a friend of mine who \_\_\_\_\_ (edify sponsor) \_\_\_\_\_**

Create group chat and introduce prospect to sponsor. Let sponsor overcome objections and work towards closing prospect.

If another exposure is needed, invite prospect to a full Zoom presentation.