

Here's the phone script—remember, it's great to leave this on voice mail.

Hello, my name is Drew Niess.  
I don't know you, so I'm pretty sure you don't remember me either,  
but I know we've met, because I'm holding your business card.  
It's been living in my upper left hand drawer, making no money.  
I'm guessing that we exchanged cards at a business networking event.

If your business is in growth mode I'd like to invite you to visit  
a business referral network I'm a member of.

My name is Drew,  
I'm an Allstate Insurance Agent,  
my phone number is 404 477 5500,  
and I'll look forward to meeting you again,  
and to remembering you this time!

#1 use your own name, business and phone number <grin!>  
#2 remember to pause, strategically, when giving your phone number  
#3 if you would like PowerCore invitation post cards,  
with your name and phone number on them,  
to mail as a follow through, *(it's easy to hand write their name and address  
when you make the call, stamp and mail. Then they have a third contact,  
AND your phone number in front of them again)* just email [Katrina@PowerCore.net](mailto:Katrina@PowerCore.net)  
and tell her  
a: what phone number to print, and  
b: how many you would like. *(There is no charge to you for this.)*

#4 - I would just love it if you tracked your results!  
For example, if you make one call a day, for a month, that's 20 calls;  
and if 2 of the people call you back saying they need you - <yowza!>  
and if 6 of the people call you back wanting to visit your Team,  
it would be valuable to me to have those numbers. Thanks!

Refer and prosper - W!