

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
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!