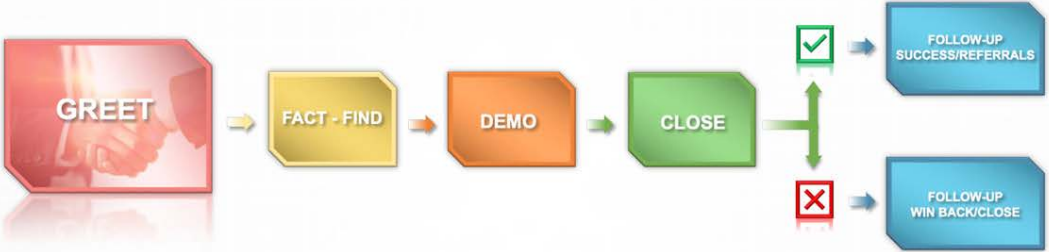


GREETING



Lock Close **Would there be any reason you wouldn't be able to show up?**



Greeting.....

Reason For The Call / Big Claim

Qualify

Appt / Demo

Write

Lock Close

HOW TO ROLE-PLAY

- 1. Choose the script you will be role-playing.
- 2. Find a partner to role-play with.
- 3. Stand directly in front of your partner facing each other.
- 4. Identify who will go first (shorter person, longest hair, etc.)
- 5. Grab the script you will be role-playing and hold it up to your face.

6. Start reading the script—word for word—to your partner.

7. Partner will say pass or flunk at the end of the role-play.

Pass = word-for-word script delivery with certainty.

Flunk = changed the words, stumbled, not smooth, uncertainty.

If someone flunks, say “flunk” then restart the drill until a pass has been achieved.

8. Switch roles—your partner will now put the script to their face and start drilling to a pass.

TIPS TO ROLE-PLAY

1. The first few rounds should be read word for word from the script.
2. Do not worry about making eye contact.
3. Do not change the words—do it exactly how it's written on the script every time.
4. The first round might be choppy and uncomfortable, this will go away very quickly after a few rounds.