

## Your GRAND OPENING CONFERENCE CALL

### PCC's ⇔ Private Conference Calls

Objective: The PCC is the quickest and one of the most effective way of presenting to your warm market (People who know you) the Pre-Paid Legal Opportunity/Membership. By getting your support team trainer on a call with you and your friends and family, you can expose PPL to them while they stay at home and just dial in!

#### SET UP:

- Go to [www.freeconferencecall.com](http://www.freeconferencecall.com). Get a free conference call number for your calls.
- Set up the time for your first two conference calls with your support team trainer.

**INVITE:** Call 25 or more people (no flyers or invitations). Keep in mind that only 25% will show up.

THE SUCCESS IS IN THE INVITATION

- HOW TO INVITE
  - Be excited
  - Practice verbal invite with expert / support team / coach

#### CALL AGENDA:

- Be on the call early.
- You will thank your friends and family for getting on the call and share why you have started your Pre-Paid Legal business
- Then introduce your Support Team Trainer and sit back and take notes - quietly.
- Support Team Trainer (and other support team members when available to be on the call) will say hello to you and welcome you to the team and share a bit of their story
- Trainer will review the membership benefits & business opportunity very briefly
- Trainer will interact with the guests on the call
- Trainer will move those forward who are ready for more information or ready to start.

#### Do Not's:

- Do not interrupt the Trainer.

#### Do's:

- Enjoy the journey!