Warming Up Social Media Contacts

Step 1: FOR FRIENDS YOU HAVEN'T SPOKEN TO IN AWHILE:

W1: Hey FIRSTNAME, just checking on you. Are you staying safe and healthy right now? Sending my love! <3

Step 1: FOR PEOPLE WHO SENT YOU A FRIEND REQUEST:

W2: Hey FIRSTNAME I just accepted your friend request. I see we have _____ in common. That's awesome! How long have you _____? **<CHECK OUT THEIR PROFILE FIRST>**

Step 1: FOR PEOPLE IN THE SAME FACEBOOK GROUP AS YOU:

W3: Hey FIRSTNAME I like what you had to say on that comment in our _____ group! Your FB timeline is cool. How long have you been doing _____? **<SEND FRIEND REQUEST AS WELL>**

W4: Hey FIRSTNAME I really liked your post on _____ inside our _____ group! Your FB timeline is cool. How long have you been doing _____? **<SEND FRIEND REQUEST AS WELL>**

W5: Hey FIRSTNAME I see we have many friends who are in the _____ group! Your FB timeline is cool. How long have you been doing _____? **<SEND FRIEND REQUEST AS WELL>**

Step 1: FOR PEOPLE IN YOUR "SUGGESTED FRIENDS":

W6: Hi FIRSTNAME I see we have many mutual friends who have _____ in common. I like your profile! How long have you been _____? **<SEND FRIEND REQUEST AS WELL>**

W7: Hi FIRSTNAME I see we have a few mutual friends. I like your profile! How do you know _____ & _____? They are good friends of mine. **<SEND FRIEND REQUEST AS WELL>**

Step 2: That's awesome! I really like your post about _____. What kind of _____ is that? Or… How long have you been doing _____? **<MAKE SURE YOU CHECK OUT THEIR PAGE RIGHT NOW, LOVE AT LEAST 3 PICTURES & 3 POSTS, AND ASK ANOTHER GOOD QUESTION>**

IMPORTANT: Be interested in them. Don't ramble about yourself. Keep it light, friendly, and DO NOT mention any business. This interaction should only be for 1-2 days max. Only ask 1-2 questions max. Then go to Step 3.

Step 3 (stop asking questions & CLOSE OUT the interaction) by saying:

It was really nice chatting with you FIRSTNAME. I hope you have an awesome day. (Or awesome night. Or awesome weekend.) **<STOP ASKING QUESTIONS & END THE INTERACTION>**

Step 4: Let at least 1 day go by with zero interaction. It's ok to let 2-4 days go by as well, but no more.

Step 5: Initiate invite with "invite scripts" on the next page. **<THEY ARE WARMED UP & READY>**

**You can always change the wording of any script to make it sound like you, but keep the structure and content the same.*

Inviting to a Work From Anywhere Presentation

(Once you have warmed them up you can be direct)

Step 1: Invite [Business Focused]

Hey FIRSTNAME, loved connecting the other day. In fact, was thinking about you today because I just started a new online business project working with a billion dollar brand. It's very exciting. It may or may not be for you but if I invited you to a special invitation only webinar would you be open to checking it out? It would be nice to connect and say hello as well.

Step 1: Invite [Health Focused]

Hey FIRSTNAME, loved connecting the other day. In fact, was thinking about you today because I just started a new online business project working with a holistic health brand. It's very exciting. It may or may not be for you but if I invited you to a special invitation only webinar would you be open to checking it out? It would be nice to connect and say hello as well.

Step 2: Offer the times

Awesome. The next two upcoming webinars we have are on DAY at TIME or DAY at TIME. Which works best for you?

<FIND THE TIMES AT THE DIAMOND UNIVERSITY MASTERMIND PRIVATE FB GROUP>

Step 3: Send the appointment and send the link

Perfect. That works for me. I will look forward to seeing you there! Here is the link to the presentation http://overview.myteamwork.info. Here is the meeting ID: 621 939 3323 in case you need it. I'll be texting you an hour before the call starts to finalize the guest list. See you then!

Step 4: One Hour before the webinar

Hi FIRSTNAME, I will see you on the webinar here at the top of the hour. Will you be watching on your phone or your computer? **LET THEM RESPOND** Ok, I will send you a text as soon as I'm on the webinar.

Step 5: 5 minutes before the webinar

Hi FIRSTNAME, I'm on! See you in a few minutes. If you have any technical issues let me know.

Step 6: During the webinar

Hi FIRSTNAME, enjoy the show! I will give you a call right after to find out what you liked best.

IF PROSPECT DOES NOT SHOW UP:

Hi *FIRSTNAME* is now still good?

IF PROSPECT DOES NOT REPLY WITHIN 15 MINUTES (alternate option):

Hi *FIRSTNAME* I'm not sure if you can really make this call. Let me know if you are still open to connecting. I hope all is well with you.