

## **CTS Guest Q&A Facilitator Scripts - Updated 3/28/18**

### **Introduction – use repeatedly as you hear more people join the call**

Welcome to the Cash Tracking System Guest Question & Answer call.

As you come online please give us your first name, the state or province you're calling from, and tell us whether you're a guest or member. And If you are a guest, we do need the first name of your inviter please.

### **After you get a guest's first name, state and inviter**

We're glad you're here <firstname>, just press \*6 to mute your line.

We'll give you instructions how to ask your questions at the top of the hour when we start our call.

Change the first part of this up a bit with each guest, such as, "Thanks for joining us <Firstname>", or, "Welcome <Firstname>," nice to have you here."

### **Start using at 8:45 PM and anytime there's more than five minutes of silence**

You know folks we're \_\_\_\_\_ minutes away from getting the call started.

We're glad to have all of the early birds on here and we're thankful for all our guests and members that have already joined us.

So you might hear some silence until others join us, but that's OK, I'm not going anywhere , we're just waiting for others to join us.

### **Use at the top of the hour - 9:00PM & past the top of the hour**

Hey guests & members, we are now at the top of the hour so I'm going to ask that all members press \*6 to mute their lines to keep the lines clear for our guests to announce themselves.

Again this is the Cash Tracking System Guest Question & Answer call, and at this time we will **ONLY** take introductions from our guests. Members, please do **NOT** introduce yourself as you come on line. So if you are a guest, please come out and give us your first name, the first name of your inviter, and also the state you're calling from please.

**To start the call after 5 seconds of silence/no more callers coming on**

Ok, let's go ahead & get the call started & start answering some questions for our guests.

*Turn on Q&A.*

**Beginning of Q&A queue - use after turning on the Q&A**

Welcome once again to all of our guests and members.

This is the Cash Tracking System Guest Question & Answer call.

My name is <Co-Host Firstname>, and I will be your facilitator tonight.

I've already enabled our Q&A queue so that all of our guests online can come out and get those final remaining questions answered.

So guests, previously I asked you to press \*6 to mute your line.

Now I'm going to ask all of our guests to press \*6 on their telephone keypad again to enter into our Q&A queue.

So again, for all of our guests online, if you have any final remaining questions that you want to get answered tonight, go ahead and press \*6 on your telephone keypad right now. That will place you in our queue and you'll be able to come out and get those final remaining questions answered in the order that you join the Q&A queue.

And as we get to each of our guests in the Q&A queue, I will call out the state and the last four digits of the telephone number that shows on the interface, and that will uniquely identify you. When you hear that come on out and ask your question, and I will automatically unmute your line for you so you don't have to worry about that.

But do please keep in mind that if you've moved from one state to another state and kept that previous telephone number from the original state, I have no way of knowing that.

So guests, please listen carefully for your state and the last four digits of your telephone number so you'll be ready to ask your questions when we begin.

But before you ask your questions, please help us out by telling us your first name and the first name of your inviter once again please. Even though you might have told me that already, we still need you to do that again, as that will definitely help this call go much smoother tonight.

All of our guests online should have been through all of your inviter's entire 7 Step Presentation Center by now, so you should have a fairly good understanding of our how our program works. We're here this evening to provide any final information to clarify your understanding. Now joining all of us this evening to answer all of your remaining questions is <Host>.

<Host> is one of our top leaders and he's been part of the Cash Tracking System for several years and we're certainly grateful to <Him/Her> for taking the time to join us tonight to answer all of your final remaining questions.

So <Host>, why don't you come on out and say hello to the group and tell us a little bit about yourself.

### **To start calling out guests from the Q&A queue**

*Announce State & last 4 digits of telephone number.*

Your line is unmuted, so come out, give us your first name, first name of your inviter & ask <Host> any questions you may have.

### **Before calling out the next quest**

Ok \_\_\_\_\_, thanks for coming out & asking that/those great question(s).

I'm going to re-mute your line for you.

If you think of any more questions , just press \*6 again to put yourself back in the Q&A queue so you can ask more questions.

*Now call out the next guest.*

### **Closing – use when there's no more guests to come out**

Oh thank you <Host>, a lot of great questions you answered tonight and we really appreciate you doing that.

And folks, tonight you've had the opportunity to get your questions answered for what I feel is the best freedom building activity around.

And like <Host>, I've been involved with the Cash Tracking System program now for over <number> years and this has been hands-down the best financial decision that I've ever made.

And I do know that if you are genuinely serious about changing your life, this is the program that not only can do it but will do it, but remember...this program only works if you do.

So I do want to thank all of you again for taking your time to be with us here tonight.

And for our guests online, get back with your Inviter right away and he or she can show you how to get enrolled with this amazing program over at our World Class website. And then we hope to see **YOU** back on here soon with one of your own guests on our Guest Question & Answer call for the Cash Tracking System.

And <Host> back to you.