
Text with Coach

REMEMBER: A 3-way text is a great way to connect your coach with the prospect to make a connection so your coach can schedule a time to do the Quality Interview 1 or 2 with the prospect.

Make sure you talk to your coach before sending the text

RELAXED CONFIDENCE

You are the **EXPERT**. You are an expert at finding the gap and connecting people with a team that can help them close the gap in their lives.

You send the 3-way text after you have shared your compelling story and the prospect has expressed interest in knowing more about what you do.

I would like to see if I can connect you with (Coach). I will give you an introduction through a text. I know (Coach) has a very busy schedule, but if I could connect you with (Coach), he/she may be able to coordinate a time to give you a phone call.

TEXT:

Good day (Coach),

I mentioned to you that I spoke with (prospect) today. I would like to introduce you to her/him. (Prospect) has a background in (current job) but is open to new opportunity in order to (gap - why are they looking).

(Prospect) is a (share some key characteristics about them that make them a good prospect). **You can ask the prospect some key characteristics that you can mention about them when texting your coach. You might say to the prospect, "What can I tell my coach about you to interest him/her in making time?"**

Is there a good time that the three of us may be able to connect for an introductory phone call?

Make sure your prospect knows to respond to the 3 way text so that your coach knows that they are truly interested!

A key indicator to the quality of the prospect is how they respond to the introductory text. Do they show appreciation and respect when they respond?