

BOB LEONETTI PAPER POWER WEBINAR INTRODUCTION

It is important that the host (that's you) give a strong endorsement and introduction with enthusiasm and energy! It is also important that the host (that's you again!) give a personal endorsement such as: I have known Bob for XX years, he is a person of integrity and ethics, I believe in what he is doing, it works, I personally use his techniques, etc. Feel free to **adlib and paraphrase** to personalize the intro to fit your style. The more fun we have together, the stronger the endorsement.

A few things to think about:

1. How do you personally know Bob and how can you give a killer testimonial during his intro?
2. What special bonus are you going to be giving away to folks who invest tonight? This should be of huge value and have a connection to you.
3. What's going on in your industry and how does it relate to the note business? Short sales a pain? Chit chat about this in your banter before you start

INTRODUCTION...

HOST: When we first heard how Bob Leonetti was circumventing the whole short sale process and making more money in a fraction of the time, and when we heard that he's been doing it for over 15 years without any of his own cash or credit, we just had to get him on the line to teach you how he does it.

Bob, are you on the line?

BOB'S RESPONSE HERE

HOST: Just to give you a little background about BOB...

Bob started buying and selling mortgages way back in 1992

He took his company from the spare bedroom of a house to a PUBLICLY TRADED one in 2000

(Success Financial Services Group)

He's a former Mortgage Banker licensed in 12 states, and has played the game from Wall Street on down...

He's been teaching real estate entrepreneurs for over 15 years, and has written 8 books and countless articles on the subject of paper, both as a tool, and as an alternative, to real estate.

He has created a unique system and you will be amazed when you see how easy it works. His Paper Power system is actually faster, easier and safer than short sales, yet it has the same profits, and sometimes, EVEN MORE! Bob has been buying mortgages all over the country for the last 15 years and has never looked at a single property. WOW!

By the way Bob, I know you don't usually do this but would you mind sticking around at the end for some Q and A?

BOBS RESPONSE HERE

HOST: Bob is one of the most sought after real estate trainers in the country. He travels all over the US and Canada teaching people just like you how to become debt free, stress free and...set free!

I am going to mute my line so I can take a lot of notes while Bob is teaching and I suggest you grab a pen and paper. Take it away Bob...

WEBINAR CLOSE:

HOST: Wow, Bob, that was phenomenal! Folks, what Bob has is a killer package to help you do the kind of deals that his students are currently doing all over the country. And what I love is that he broke it down into three simple steps:

1. Learn the language
2. Find a Good Deal
3. Bring it to the and...EARN as you learn!

What's incredible is that with notes, you can circumvent the whole short sale process, help out the homeowners by guaranteeing them no deficiency judgment, and in some cases, you can still make money by leaving them in the home! And what's even better is that he's also giving you some GREAT bonuses, including 4-days at a LIVE event with him and his partner, Jayme, and...he's even including for the first 12 people who "take action" his personal program that he's used to raise over \$10 million in the last couple of months!

I've had a chance to check out his coaching program and I have to say it is top notch! It's well put together, lives up to the promises that Bob has made, and with a guarantee like Bob put out there, you'll be kicking yourself if you don't take action right now.

The Website Link to Order is on the screen: _____, and the phone number is also on the screen: **877-272-5012, x-4**. If you don't get a live person, be sure and leave your name and callback number so that the system will know that you are one of the first 12. The number again is **877-272-5012, x-4**.

[[IF YOU ARE OFFERING ANY BONUSES TO ATTENDEES, THIS IS A GREAT PLACE TO REITERATE THEM]]

Now we said we would open it up for Q and A and I already have a few questions that have been submitted to me to ask you now. Bob, is that ok?

QUESTIONS: (Give each question a name & a City. EX: Here is a question from "Bob in Atlanta")

How long will it take me to get started? Do I need money right now?

I have tried other programs in the past that sounded good too. How is your different?

How much time will I need to put into this to get it going?

Here are a couple of questions about the workshop:

Who can attend as a guest and what do they get?

I know you covered this already, but would you mind re-capping what's going to be covered in the 4-days?

What if I can't make the upcoming dates? Will there be more?

You mentioned there's a way for folks to get their investment back. Can you remind everyone of how that works?

What kind of support do you actually give? Email only? Can I talk to you?

HOST CONTINUES: That wraps the questions I have on this end, Bob. Thanks so much for joining us this evening and sharing your wealth of information and expertise with the group. I really appreciate you taking the time and I know I took down some great notes from the interview that I plan to use myself in an upcoming project. I'm sure our listeners tonight did the same! And before we go, do you have anything that you'd like to say?

BOB HERE: Thanks! Now I want to take a few minutes to talk just to the people who took action and enrolled, so the rest of you can go ahead and jump off, were done now, thanks a lot for listening and I wish you the best. NOW, to you that took action tonight. You are in for a treat. I know you have bought courses in the past but remember I have a vested interest in your success and I don't want to push a parked car.

4 Step quick start

My personal email with 120 days of email coaching.

Email or call me when making offers

Guys I will even get on 3 way calls with you to help you negotiate a deal.

POF and I will verify it to your realtor/seller/bank.

Couple of extra bonuses you didn't even expect. I believe in giving more than people expect.

Get the course in 3-5 days. Ups ground, even if you did payment plan. I didn't want to say that to everyone. Action plan: you will make money, I will be here helping you personally