



## Role of the Ambassador

Following are some suggestions on approaching and interacting with friends, relatives or strangers regarding HOW TO INVITE THEM TO THE FREEDOM CLUB USA WEB-SITE

Typically, we ask ourselves

- 1) How do I approach a person about Freedom Club? What Do I say?

Here are some suggestions to consider.

**FIRST: HAVE FUN!!**

**SECOND: KEEP IT SIMPLE**

**THIRD: DON'T SELL** (Remember, we all have new found knowledge after spending time on the Freedom Club USA website. You will become excited and there will be a tendency for us to become a "Preacher" and tell anyone that will listen about our new knowledge. DON'T FALL INTO THAT TRAP!)

**FOURTH: ASK QUESTIONS AND LISTEN** Join in on conversations, you will find that typically most conversations will get into work, politics, family, debt, health, sports, etc. (Remember, God gave us 2 ears and 1 mouth, so it makes sense that we should listen more then we talk. Also, by listening you will gain insight on the important issues of that person.) At the appropriate time in the conversation begin to ask questions and then listen to the response.

**FIFTH: DO NOT TRY TO BE THE EDUCATOR** (Let the Freedom Club Web Site do what it is designed to do -EDUCATE). Again, as in step 2 above, don't try to dazzle them with your new knowledge, it will only confuse them.

**SIXTH: GUIDE THEM TO THE FCUSA WEB SITE** by presenting them your business card with your Ambassador # and Name. Briefly overview them that we are an **educational club, our program is 100% legal and NON-ADVERSARIAL** Instruct them on where to start once they are on the web site: Home Page, Shortcuts, Recorded Calls, and Live Calls on Mondays, etc.

**SEVENTH: ADVISE THEM ON WHAT FCUSA IS NOT!!** We do not give legal, financial or tax advice. Also we are not a net working, pyramid type organization. Tell not sell. Claiming an award that us due them is motivation enough.

## SAMPLE CONVERSATION

Let me attempt to outline a conversation and how you might interact: Let's say the person is talking about their work, perhaps working 2 jobs and struggling. You might say **"If there was a way to become debt free, what would that mean to you?"** **NOW LISTEN TO THEIR RESPONSE!!** Depending on there answer, it will lead you to your next question.

If the person's response was "I have thought about how I could get a better paying job, but I have no college degree and I guess there is no way out." You might say by repeating part of their response **"I can appreciate your feelings and I understand how you may feel that there is not way out, if there was a way to relieve your financial and stressful situation, would that be important to you?"** (This is called a reflective response, you repeat or reflect back to the person what they just said and also add a possible solution, it tends to relax the person and get them to open up to you a little more) Then you would say **"Let me ask you a few more questions."**

**"When you purchased your last car, who loaned you the money?"** NOW LISTEN TO THEIR RESPONSE!! They will typically say "THE BANK".

**NOTE:** This is very important, you need to hesitate in responding to them. WHY? By hesitating it will cause them to re-think the question. Watch their eyes, they may say "Isn't that right? At that point you could say, **"What if I were to say, YOU funded your own loan!"** They might say "How is that possible? DO NOT ATTEMPT TO GIVE AN ELABORATE ANSWER (SEE STEP 5 ABOVE)!! Tell them, **"I will come back to that, let me ask you a couple of more questions"** and move on to your next question!

Let me ask you, **"Is the Federal Reserve System a Federal Agency?"** LISTEN TO THEIR RESPONSE!! Almost everyone will say, YES.

Again, HESITATE!! Watch their eyes, they may add "Isn't that right? At this point you would say **"no, it is a private corporation!"** Don't elaborate, Move onto your next question!

**THINK ABOUT WHAT HAS TAKEN PLACE WITH THESE QUESTIONS!!** You have conveyed some information that they did not know. **WHAT IS GOING THROUGH THEIR MIND AT THIS POINT?** You have most certainly stimulated their mind!! **AGAIN, let me emphasize, not to attempt to educate by answering their questions. Our goal is to guide them to the web site.**

At this point you might say, “**Look, I know you are working hard, you are under a lot of stress trying to make ends meet. If you could be debt free, what would that mean to you?**” AGAIN, LISTEN TO THEIR RESPONSE! Let’s assume you receive a positive response, then you might say.....

I belong to **FREEDOM CLUB USA**, we are an Educational club with a mission to help each of us gain personal freedom that includes financial, emotional, health and spiritual freedom. Another very important part of our mission is once we have achieved our personal freedom, it is important for us to help others in need, **PAY IT FORWARD**.

I INVITE YOU TO VISIT OUR WEB SITE AND DO YOUR OWN RESEARCH AND DUE DILIGENCE. IF IT LOOKS RIGHT TO YOU AND YOU WOULD LIKE TO LEARN MORE, GIVE ME A CALL. Here is my business card that gives you information on the web site, my phone number if you have any questions. Also please notice that my Ambassador number is \_\_\_\_\_. You will need this to move forward with the club.

**Hand them your business card.**

**IN SUMMARY:**

**HAVE FUN**

**ASK QUESTIONS**

**LISTEN**

**DO NOT BE AN EDUCATOR**

**INVITE THEM TO FCUSA WEB SITE**