

## 2L Closing Script - JR

You are probably wondering, “Is this company for real? Are the products within Market America’s Mall without Walls® really that great?” When you check it out, you will find the Company is, and the products are!

But most likely, the most important question you have is, “Can this work for me?”

At the same time, the person who brought you here is wondering if you are right for this business – “Are you the right person?”

You see, the person who brought you here can only work with two to four individuals, and they certainly don’t want to commit to working with the wrong person. You may think this person wants to twist your arm and get you into this business, but nothing could be further from the truth.

If he or she had to convince you, or “sell” you on this tremendous home-based business system, then it’s certainly not going to work out, and the time and energy would have been wasted.

So, let’s try to answer those two important questions... “Can Market America work for me?” and “Am I the right person?”

In any new job or new venture, you don’t know everything you need to know the first day. It takes weeks, months, or longer; but you know that eventually, if someone teaches you, you can succeed. It’s the same with Market America. Like any new venture, you’ve just been introduced to a lot of new concepts, new terms and numbers, which can all be a bit overwhelming. But remember, it all comes down to personally trying two or three products, test marketing some products to a few individuals who could benefit from them, and identifying two people interested in operating their own home-based business. This is done simply by getting people to evaluate the business to see if they know the right people. An experienced UnFranchise® Owner will explain the business opportunity for you. There is no pressure. They may or may not be interested, but most everyone knows two people who would be interested that they can refer.

Also, remember that this is not \$20,000 decision, or a \$2,000 decision, or even a \$200 decision. Even if you wanted to pay the nominal subscription fee and purchase the necessary product and tools to get started, it won’t do you any good unless you’re willing to follow the UnFranchise® Business Development System and let us coach you towards success with this business.

What is ultimately comes down to it this: Do you want to rely solely on the 40-45 year plan to reach financial independence, or do you want to implement the Market America 2-3 year plan?

The only commitment you need to make is to do it our way and follow the UnFranchise® Business Development System and test it out. I like to call it a test market or trial run. Discover whether or not it can work for you, or if you’re right for the business. At the end of the trial run period, you will probably have two to four people who want to try the 2-3 year plan and people clambering for the products. Then the decision will have been made for you. You will be a success! It is already working for you.

The next step is simple: Tell the person who brought you here that you’re ready to sit down and discuss the specifics to get started. Remember, this person is waiting to guide you and coach you to success. The decision is yours.