

Steven Spangenberg
Spangenberg & Co
3915 Union Deposit Rd #432
Harrisburg, PA 17109
717-889-8418
www.do-my-taxes.com
Steve@do-my-taxes.com

Sponsoring Using Tax Deductions Script

Players:

You and the prospect (Fred)

YOU: If you had a choice, would you rather pay more in tax or less in tax?

(If they say more – run away!)

FRED: Less, of course

YOU: That's what I thought. Well, If I could show you a way that you can start doing that tomorrow, would it be worth 17 minutes of your time?

FRED: What's it all about?

YOU: It's about you paying less in tax.

Loop twice ONLY! If they keep pressing, just let them go!

Make an appointment or show them at this point

Key Steps In Presenting The Tax Deduction Method

Step One: Ask if they use things like their car, cell phone, and internet

Step Two: Ask if they are currently deducting these on their taxes every year

Step Three: If not, would they like to?

Step Four: If yes, explain that by having a home based business, you can deduct things like these items and you can get a bigger refund every year.

The average person can save between \$2,000 and \$5,000 each year on their taxes. Every situation is different.

Would you like that kind of savings?

Step Five: If not, just stop. Ask them if they know anybody that would – Get referrals!

If so, move to step 6

Step Six: You have to be set up in a home based business. My business is Arego. We have an awesome product (explain BRIEFLY) and it only costs \$149 to start and then \$50/mo

The great thing is, your tax savings will make your signup and monthly purchases free and they are both tax deductible!

Which credit card would you be using to sign up?

Step Seven: Loop twice. If they give an objection, you can say “I thought you wanted to save money on your taxes?” “Was I wrong?” and go from there.

Things To Consider

*This method works best with people that have a job of average pay or higher.

*If they say they pay no taxes, they can always get in and build a business using this method for their friends....or just get referrals

*If the person has children between the ages of 7 and 17, their savings can be as high as \$5,000 to \$7,000 per year depending on how many children

*Make sure you tell them that every situation is different. Some deductions may not apply. Do not make any promises. If in doubt, you can refer them to me at steve@do-my-taxes.com and I can help them get in for you

*The product is irrelevant. Focus in on saving tax dollars. This is what they really want! The business and the product are the vehicles.

*Do not waste time. Either they are interested in savings or not.