

## CJM "PHONE" INVITE (what to say on the phone)

Call after two days after you send your email, letter or postcards.

"Hello (**name**),

It's (**your name**). I just wanted to know if you got my (**postcard, email or letter**) about my party?"

### If NO:

"Well, it should be there today then.  
Anyway (**continue below**)

### If YES:

"I (**or "we" there are two of you**) have started a new "Coffee and Tea" business and we're having a Coffee and Jazz Mixer on (**date, time and place**) and really hoping you (**and their guest or guests**) can make it. The coffee is excellent and there's no pressure to buy any. After a tasting and short presentation, you're free to go, or stick around and learn how to make money with your own home-based coffee business. Think you can make it?"

(**Ask them to write the date, time and address down**)

"Fantastic, see you then. And, bring a friend or two if you want."

**Get their email address and email them also.**