



GPN RISP AI TRAINING



Build Your Business Without Becoming the Sales Department

March 18, 2026 Member Resource Guide

Your role Be the connector, not the closer.	Keep it simple Share briefly and move to the next step.	Built-in support Sales team support plus funding program access for qualified members.
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Remember

- You do not need to explain everything.
- You do not need to answer every question.
- You do not need to close the sale yourself.

Avoid saying

- Let me explain the whole thing.
- This is why you need to do it.
- Anything long, defensive, or pushy.

Funding program mention

- For qualified members, ongoing business-building expenses may be covered at no cost.
- Use that as a confidence point, not a long explanation.

Good phrases to use

- I can send you the short overview.
- If it looks like a fit, I can connect you to the next step.
- The short video explains it better than I can in a text.

When someone asks how it works

- Keep your reply short.
- Point them to the overview or video.
- Mention there is professional support built in.

3 AI prompts to try

- Rewrite this message so it sounds simple and low-pressure.
- Give me 5 short replies when someone says, "This sounds interesting."
- Write 5 short replies to "How does it work?" without explaining the full business.

This week's assignment

Create one outreach message with AI, one handoff reply with AI, and use one message in a real conversation. Your job is to open the door. The system can handle the rest.