

## **PRODUCT APPROACHES:**

1. If you could change one thing about your Health. What would it be?

If you could change one thing about your Skin. What would it be?

If you could change one thing about your Appearance. What would it be?

If you could change one thing about your Families Health. What would it be?

2. Oh my Gosh!!! I was just telling my friend on the phone that I felt like I was going to help someone with \_\_\_\_\_ today and now here you are!! If I came across something I was excited about that helps with \_\_\_\_\_. Would you want me to share it with you?

3. Tell briefly about the product or send info via email. Include a story  
Follow up with #4 as a follow up call or immediately after #3 if in person and they have no questions. (Expect the sale!!)

4. Our next step is to try our Slenderiiz/Jouve and let your body tell you whether or not it works. At that point you will know if this is something that you can really get behind. They have a risk-free trial. (tell about the 30 day guarantee) So you really have nothing to lose except the weight or wrinkles (Big Smile or Laugh here is best) Do you want 1 or 2?

## **BUSINESS APPROACHES:**

1. If you could change one thing about your Job. What would it be?

If you could change one thing about your Career. What would it be?

If you could change one thing about your Free Time. What would it be?

2. Ask why? or Tell me more

3. Oh my Gosh!!! I was just telling my friend on the phone that I felt like I was going to help someone with \_\_\_\_\_ today and now here you are!! If I came across something I was excited about that helps with \_\_\_\_\_. Would you want me to share it with you?

**OR**

3. If I could show you how to (repeat what they said) would you give me 30 mins? (Set appointment get contact info)

## **IF THEY ASK WHAT IS IT?**

I own a marketing business and we are expanding here in Kansas. I am not making any promises, but my reps get to work part-time, make their own hours and in a reasonable amount of time often replace or surpass the full-time income. I would be happy to meet with you to share some info and see if we are a good fit for each other. What is your schedule like....

Set an appointment after the what is it. Do not try to give all the details now you are in a hurry!

## **Calling a friend for intending to promote product or business:**

1. I know you have been.....

Looking for something to help with weight loss.

Trying to lose weight.

Get healthier.

taking care of your skin

concerned about your skin

wanting to make more money

needing to save for retirement

wanting extra money for vacations

frustrated with your job

wanting to pay off debt

2. If I came across something I was really excited about would you want me to share it with you?

If we came across something we were really excited about would you want us to share it with you?

3. Great! When can you come over?

Great! When can we get together?

Awesome! when can we meet?

Great!! Let's meet for a drink, bite, coffee.

4. Hang up!!!!

I am so excited to share it with you but I have to....

get the kids

get into this appointment

answer this other call I have been expecting

check out

I really am so excited to talk to you but....

can't right now

I'm already running late to....

## **What is it? For business:**

I own a marketing business and we are expanding here in Kansas. I am not making any promises, but my reps get to work part-time, make their own hours and in a reasonable amount of time often replace or surpass the full-time income. I would be happy to meet with you to share some info and see if we are a good fit for each other. What is your schedule like....

## **Closing after showing business:**

Do you think this is something that might be a good fit for you?

When do you want to start?

Ready to get started?

Do you want to do this with me?

OR

1. What did you like about what you just saw, heard?
2. Tell me more about that. (Let them sell themselves here. Take mental notes or physical notes if you have to)
3. Ok, NAME, Do you want to make a little or a lot?
4. What for? Why? (get an emotion tied to this income increase)  
BONUS How would that make you feel if you could get that...  
Vacation
5. NAME, at your current job, how long would it take you to be able to (put whatever they said they wanted the money for or strength need etc)

6. Where do you see yourself getting started, at the bottom working slowly towards (repeat their goal need etc), or do you want to be in a position where you can earn 2 times the amount of money for the same amount of work and effort?

7. Great!! Welcome aboard. Is auto deposit for your checks ok?

### **Closing for with product recruitment:**

Our next step is to try our Slenderiiz/Jouve and let your body tell you whether or not it works. At that point you will know if this is something that you can really get behind. They have a risk-free trial. (tell about the 30 day guarantee) So you really have nothing to lose except the weight or wrinkles (Big Smile or Laugh here is best)

Most people start with our Elite pack which is our most popular and its only explain benefits. But I would be remiss if I didn't tell you about the ultimate pack. This is where you will still get xyz product but you also get a wider sampling of the company and gives your more leverage to (whatever their goal,need, want is) faster let me explain why this is so much better value....