

Referrals from LRP & Non LRP customers

CALLING Current Customers and asking for referrals

How did you like the presentation? Here is where you can really help me out. I try only to meet with people I've been recommended to or I know personally. What I need you to do is jot down 5 people you know that would be nice enough to meet with me. They don't have to be people you think for sure will buy. Just anyone who is nice, and cares about their health.

For every 5 people you give me, I will give you a _____ for free. Here is a pen and my notebook, I really appreciate your help.

The Referral Conversation

Hi Kimmy, this is Kierston. Did Bri tell you I was going to call? She didn't! No worries!

Well, we were talking the other day about Essential Oils and your name came up. She said you were really nice and that learning about having non-toxic cleaners and natural medicine options in your home was really important to you.

What I do is set up an appointment to go over your health concerns, can be physical or emotional for you or your family, a little about the company and the most popular way to get started. My part takes about half an hour. You don't need to buy anything but if you see something you like I can help you get it. Is that something you'd be open to?