

SCRIPTS

Invitation: For Event

Structure of a call –

- Say Hi
- Ask if it is a good time to talk. **DO NOT CONTINUE IF IT IS NOT A GOOD TIME. CALL BACK!**
- Let them know you got only a second
- Pay them a compliment (pay them a compliment)
- Ask them for help wait for respond
- Ask them for what are they doing (on the dated of the time you want them to meet)
- Let them know the reason why you are calling if available
- Set the appoint –
 - o if they don't ask set the appointment
 - o If they ask be prepare for the "what is it?" Explain information is visual. Set appointment

Private Meeting

- ☐ Ask if it is a good time
- ☐ I only have a second, the reason I'm call is I want you help...
- ☐ Edify
- ☐ The reason for my call is because I WANT TO.....(your reason)
- ☐ You may or may not be interested, either way is fine with me...
- ☐ Location you like to meet - Where and when? – set appointment

That you so Much. Truly appreciate it

Event Invite

1. Ask if it is a good time
2. I only have a second, the reason I'm call is I want you help...
3. Edify
4. Ask Availability: What are you doing time & date:
5. The reason for my call is because I WANT TO.....(your reason)
6. You may or may not be interested, either way is fine with me...
7. Location you like to meet - Where and when? – set appointment

- Do 1,2,3,4,

Option 1

- I like to thank you for all your support. I am not sure if you know I started a business. Reason being (Share your why). I like to invite you to my business launch or grand opening. I have chosen to feature our wellness division for my 1st launch product line, reason being(share your testimonial) I can't wait for you to see it.

Option 2

I will be doing educational workshop, to help address concern and challenge. As well as featuring some products. And will offer sampling of some products I selected.

I cant wait for you to come see. I love you to help me evaluate the product and give me some marketing ideas. If you like to support me by getting some products even better.

REVIEW NAMES LIST WITH NEW DISTRIBUTOR AND CALL BACK THOSE WHO COULD NOT COME.

"Hi _____. I just wanted to follow-up with you regarding the health overview I had here at my house. It went so great. I am so impressed with this product line and its ability to help people. I know you are very interested in your health so I want to do a private overview with you. Let's sit down and have a cup of coffee, so I can share some of this awesome info with you. What is your schedule this week?"

SCRIPT FOR CUSTOMER'S THAT PURCHASED:

"Hi _____. I just wanted to follow-up with you regarding your new health products. Have you started taking them? How are you taking them? Well, I am very excited about how much we can really do to help ourselves maintain health. If you have any questions, please don't hesitate to call. I will be in touch in a couple of weeks to check in on you. Thank you for your business."

APPROACH SCRIPT FOR IN HOME EVENTS (PRODUCT PREVIEW OR BUSINESS PORTAL OVERVIEW)

"What are you doing (day of the week) night at 6p.m.?" (Do not speak until they respond!)
If they ask why, (after they have told you that they are free or busy), "I am having a fun Wellness 101 Party and I would like you to come. A few of us are getting together to learn more about our health and evaluate some unique wellness and anti-aging products. I value your opinion. Can I count on you to attend?"

IF THEY CAN'T COME...