

Hi _____. I just finished watching the Facebook Live. Were you able to catch it?

If NO: That's Ok. Do you think that you will have time to watch it by _____(24- 48 hours from time you re texting)

If YES, "great! I will follow up then? I'm excited to hear your take aways!"

If NO "no problem. I know how busy life is! When do you think you will have time to take a look?" prospect answers... "Great! I will follow up then. I'm excited to hear your take aways!"

If YES:

Great! SO Glad you were able to join us. I have copied my friend and colleague (Area or RVP) here so we can get all of your questions answered. So I'm curious...

- 1) What did you like best about the info that was shared (Be sure to agree and relate back to what they said resonated with them. Read their answer. This is where they are telling you what's important to them!)
- 2) Did the presentation answer most of your questions? & Do you see how these products and this business can fulfill a need for people?
- 3) Ok so here is the million dollar question. LOL. Based on what you learned in the LIVE, does this look like something you could see yourself doing if given the proper coaching, training and support?

IF NO: "I totally respect that. This business is obviously not for everyone. I do appreciate your honesty and thank you for that." "Would it be ok if I asked you a couple more quick questions?"

"Now that you understand our business model, can you think of 1 or 2 people who might be open to taking a look at this business and they of course can make up their own mind like you did." I'm looking for... (fill in the specific qualities of the type of person you are looking for. Be sure to add in some of the characteristics of the person you are speaking. Remember, even though this person has initially said no- this is just the beginning of the dripping process and a no may turn into a yes down the road.)

Example: I am looking for working Mom's, with outgoing personalities and a good network of friends such as yourself. Someone who would love to have a part time career that is able to bring them home to their kids or just wants an extra income stream to help take the family on some dream vacations or pay for private school/summer camps.

Most people I sit down with, after hearing about the importance of clean, safe ingredients are excited to start using our products, even if they aren't interested in the business. We have everything from baby care, to men's skincare, hair and a fabulous essential oil based spa line. Would you like me to recommend some products to begin with based on your families needs?

IF MAYBE: That's great. I'm sure that you have some questions you want answered to help you decide if this is the right fit.

Upline chimes in: "That's great _____. I remember not so long ago sitting where you are now and being really curious and a little bit nervous about this. My intention is to give you another perspective so you can feel confident in your decision making. Just so you know a little about me... Upline shares very condensed I-Story. Based on what you have learned so far what would you say your biggest hesitation is from making the decision to get started right away?" (Refer to document handling objection on The Wiser Way. Always remember to validate their concern.) "I know exactly what you mean... at first I felt the same way--- but then I found..." Keep going back to asking if there are any more questions/concerns and again handling the objection. Ask at the end, Does that help answer your concern? Are you ready to jump in or do you have more questions? See if you can close but don't get too pushy- if person wants to think it over schedule a follow up in 48 hours and tell them you are going to send some more info for them to look over in the meantime. Remember to keep them warm by always offering another exposure!

IF YES: Fabulous! I had a feeling that this would be the right fit for you. I saw (fill in qualities you like in person) in you and I'm excited to help you go as far as you want to with this!

The start up fee to become a consultant is \$79, which includes your own personal website and business starter kit that will be mailed to you. And of course, like any other business, we want to make sure you have products to use, not only for yourself, but for your presentations and for sampling. Of course everyone's budget is different and my goal is to get your earning back your investment right away! Is this a good time to do a quick video conference to help you get set up?

If NO, when are you available in the next day or so to do your business start up?