

FOLLOW UP & CLOSE

Your job is not to receive a “yes” from everyone you speak with. Consider what it would be like to work with each person, and view your conversations as an interview, to see if they would be right for your team.

Closing Questions

- What did you like most about what you saw?
- What would your goal be getting started?
- Where are you on the scale of 1 to 10?
10 being “I’m ready to get started right now with one of our top kits,”
1 being “I just want to be a customer.”

Don’t forget! - Your upline leaders will help you with this in the group chat.

HANDLING OBJECTIONS EXPERTLY

Objections and questions are inevitable, and aren’t personal to you - do not get defensive! Questions tend to pop up with people are interested!

Ask, **What do you mean by that?** Make sure you clearly understand what the objection is before addressing it.

When in doubt:

- I don’t know about that...all I know is that Laura got started a few weeks ago and already has customers and is earning daily pay. Are you ready to get started?
- I don’t know about that...all I know is that Laura got started on the products, followed the system, and lost X pounds in X weeks. Are you ready to get started?

HANDLING OBJECTIONS | SCRIPTS

✿ I'm very busy, and don't have enough time.

- **Well, how much time do you have?** Let them respond. Whatever they say:
Great, that's perfect! It's not about their time. It's about who they know.

✿ I don't have money to get started.

- **Well, that's exactly why we're having this conversation so we can help you get into a better financial situation.** Help them creatively come up with ways to find the money. Maybe offer a less expensive kit for them to get started with.
- **I totally get it! how much money do you have?** Depending on what they say, you can offer a less expensive option to get started.

✿ I need to talk to my spouse.

- **Great, let's add your spouse to the groups so he/she can take a look at the information in the same way that you did. Also feel free to set up a group chat with all of us if you would like, and I can help you answer questions.**

✿ Let me think about it.

- **Ok cool. What would you like the next step to be?**
- **Great! Most people want to take time to think about their decision before making it. Can I ask you, on a scale of 1-10 where you stand? What would make it a 10?**

✿ How much money are you making?

- **I don't know. I'm not done making it yet.**
- **You wouldn't believe me if I told you. haha**
- **I'm just getting started and I am not doing this for short term income. I am building this for long-term residual income so I can _____(share your WHY).**

FORTUNE IS IN THE FOLLOW UP

Most people do not commit to anything after their first exposure. More often than not, they have questions or concerns.

So many of the people who end up joining as a customer or agent have long term relationships with us, or quietly follow our progress over the coming months and years, and their timing or circumstances will often change at some point, or they may see your own success and decide to become a “yes” down the road.

An effective follow-up system will help you maintain contact with your favorite people, and prevent people from accidentally following through the cracks.

HOW TO EFFECTIVELY FOLLOW UP

A. Do what you said you would do.

Keep your promises & appointments - you never know how someone will rearrange their schedule to make your appointment, and people appreciate when you value them and respect their time.

B. Organize Yourself

Begin using whichever planner or calendar (digital or traditional) that works best for you. Use reminders for every appointment and follow up. Running your business like a business (not a hobby) will be the only way to get results! Creating a system that works for you will help you enormously on your journey to success.

C. Loop them In!

Build relationships with your greatest prospects over time, by connecting on social media, calling, texting, meeting in person - whatever will consistently build a connection. Share special offers, sales, events, new products launching, etc. These are all additional exposures! You never know when “now” will be the time for them to say “yes!”

So they stopped responding!

Always have faith that it isn't personal, and they aren't avoiding you. Life is full and busy! It's possible they forgot to reply, the current season of their life has been non-stop, or they just missed your message. It happens! Try some of the following:

- **Hey, are you okay?**
- **Send a funny gif**
- **Comment with thoughtful responses to their social media posts.**
- **Gracefully change the subject**

If still no reply...

Hey, (name)! it looks like you have a lot going on right now. no big deal, I can totally relate. I can just cross you off my list for right now. If you have any questions or need anything, you know where to find me.

STAY CONNECTED

When we are new at anything, we need to feel inspired and we need to learn. So we have designed trainings for every level!

Ongoing Team Training: _____

Ongoing Corporate Training: _____

Register for the Next Company Event: _____

Social Media Pages / Groups to Join & Follow:
