

SCRIPT: How to Invite & What to Say

CONNECT

▶ CALL

Hi _____. I really want to catch up with you at another time. But I've only got a few minutes right now, and I've come across something very exciting that I think you'll want to know about.

▶ ICEBREAKERS (For when you're out & about)

- *What do you like to do in your spare time?*
- *Have you been following the news about stem cells?*
- *What do you know about stem cells? (or words to that effect)*
- *May I ask what you do for a living?*

PIQUE INTEREST

▶ ASK ONE OF THESE QUESTIONS

- *If there were one way you could improve your health... and experience vitality and joy like never before.... would that be of interest to you? (Listen)*
- *What's going on with you? Or With you and your health? (Listen)*
- *Are you experiencing any of the signs & symptoms of aging? (Chuckle & listen)*

▶ LET THEM KNOW THAT YOU'VE FOUND SOMETHING

- *I finally found something to help me with _____ (give your testimonial later)*

▶ ASK THESE 2 QUESTIONS

1. *I'm just curious...what do you know about stem cells? (Listen)*
2. *Have you heard about the recent breakthrough in affordable stem cell technology? (Most haven't)*

▶ SHARE YOUR STORY

- Share your 2-minute story/testimonial (or someone else's)

SEND A VIDEO or OUR TEAM'S WEBSITE

► SEND A VIDEO

Sampling Approach

- *Would it be okay if I sent you a 2 or 3-minute video to watch? If you like what you see, I'm happy to send you a free X39 patch to try. I'll call you back after you've watched it & try to answer all your questions. I'll also get your mailing address. When do you think you can watch it? Later today or tomorrow?* (Listen) *In the morning or evening?* (Give two options) *Great. I'll call you then.*

Non-Sampling Approach

- *Would it be okay if I sent you a brief 2 or 3-minute video to watch? When do you think you can look at it? Later today or tomorrow?* (listen) *In the afternoon or evening?* (Give two options) *Great. What time is best?* (Listen) *I'll call you then & try to answer all your questions.*

NOTE: Some people send the video and have them watch it while on the phone together. Then they go directly to the follow-up questions... all on one call.

► SEND OUR TEAM'S WEBSITE: LiveYounger.com

- *Would it be okay if I sent you a website with two short videos to watch (2 & 3 minutes each)? And if you scroll down past the videos, you'll find lots of before & after photos. I'll call you back so we can discuss it. When can you look at it? Later today or tomorrow?* (Listen) *Morning or afternoon?* (Listen. Or you could say afternoon or evening?)

NOTE: Set a day & time to follow up with a care call.

(The underlined words are from Tom 'Big Al' Schreiter)

FOLLOW-UP

(Care Call)

▶ **CONNECT**

It just takes a few moments to connect from the heart ❤️

▶ **ASK**

- *I'm curious....what did you like the most about the video?*

▶ **EXPLAIN**

- *Many people notice something within 1-7 days after wearing the X39 patch. Most experience results within 30 days. The new stem cells may be regenerating an internal organ first before repairing something you feel and notice. Know that within 24 hours the stem cell activation patch begins to reset 3,000-4,000 genes to a younger healthier state! Deep healing occurs in approximately 3 months. I can show you how to save by ordering wholesale. The company provides a 30-day money-back guarantee. There's absolutely no risk in trying it for yourself.*

You can read parts of the LiveYounger.com website: 'What to Expect After Wearing the Stem Cell Activation Patch' to your prospect.

▶ **ASK IF THEY'RE READY TO GET STARTED**

- *So are you ready to get started?*
- *What needs to happen next for us to take the next step?*
- *What else do you need to know in order to move forward? (Listen)*

ENROLL

▶ IF THEY ARE READY TO ENROLL

- *Are you interested in using the patches just for yourself (and your family) or can you see yourself sharing them with others?*

If they want to use them just for themselves, enroll as a Customer

If they plan on sharing (and want to earn income), enroll as a Brand Partner

▶ IF THEY'RE NOT YET READY TO ENROLL

- *I'm just curious. What's your interest level on a scale of 1-10?*

FOLLOW-UP with a presentation or a 3-way call.