

Additional Script Ideas - Texts to send - Phone Dialog for Approaches

Be yourself, and "be a bit enthusiastic" like you've found a great new restaurant or a new movie you liked. That vibe is contagious!

Just do a good job with approaching, **but it is MAKING the approach**, that is more important than "perfect phrasing". Follow these steps and you'll do fine:

These are the "steps", to work out your approach:

- "What do you already know about them" - bring some of those things clear for yourself.
- What might be a need, or a gap, or a goal, or a dissatisfaction. "What is in it for them". What might be some help for them. Include this, in your phrasing of the approach.
- Steps - Tell them; "What it is you are doing" - What you do. Something like; "I work with a large manufacturing company, helping refer traffic to them, and they pay out really well".
- I thought of you because ___
- Address any elephant in the room. (I know we haven't talked in a while, but ___ etc)
- See if they are open. A great simple phrase is "Would you be open to looking at the information, and giving me some feedback".
- Close for a time - **go for "now"**; "Are you in a situation right now where you can watch a 20 minute description video with me?"

(If it has to be at a later time, "give a choice of times" and close for that.)

(And always send a reminder / confirmation, to avoid a no-show).

And don't worry about "no's", it's not rejection, it's usually their timing! AND, "No's" are actually "a part of the sequence", they go on your follow up list, to check in on them after 6 months or a year etc. There are TONS of stories of GREAT builders who initially turned down even seeing an overview! But THINGS CHANGED, "Life Changed".

--

And remember, **ASKING PEOPLE QUESTIONS**, often opens up a need, a gap they have, and how you can help them. Approaches are easy from there, and the more you do this the easier it gets!

Sample QUESTIONS to ask;

"Do you know anyone having problems with tight finances, or job or business pressures?"

(And they likely will answer "Yes, me!")

--

This is "more direct", as a question, this also could be the INTRO to then "continuing the approach", with inviting to see the presentation;

"Could your family use some extra income, for the family budget?"

Very simple, easy to ask question, and beginning of an approach there.

Then what do you say (after any of the above questions),

- "get more info", ask them to describe, etc

- Tell them; "What it is you are doing" - What you do. Something like;

"I work with a large manufacturing company, helping refer traffic to them, and they pay out really well".

(If they press for more; "it's a large wellness manufacturing company, Melaleuca.com")

- See if they are open. A great simple phrase is "Would you be open to looking at the information, and giving me some feedback?"

- "Are you in a situation right now where you can watch a 20 minute description video with me?"

- If it needs to be later, close for a time - with a choice

- Once you have the appointment, Send a Confirmation - & Reminder - avoid a no-show.

"The Take-Away": You can use your judgment, with the prospect you are about to approach; some find this helpful, to kind of open with a "this may not be for you, it's totally ok for you to say no, but..." type of take-away.

If you choose to do this as part of your approach, with some of your prospects, this is kind of "taking it away from them", rather than a vibe of trying to push something on them!

If you want, this can be "woven in" with any of the suggested approach script examples.

It could be something like; "I have something I'd like to show you, that I think you'd really like, **but it may not be for you** - it's totally ok to tell me no - but as well you may know someone this would be perfect for".

"But let me show you some information, again it's fine to tell me no after you see the info; could you take a look with me and give me your feedback?"

If they ask "what is the info", you want to keep it brief - something like;

"It's a brief video that we watch together, it will answer all of your questions, you'll learn some things that likely will benefit the health of your family, it's something I'm excited about and the description video is 20 minutes. It's about a large wellness manufacturing company, Melaleuca.com. Do you have time for us to watch that now?"

(Or schedule it, then confirm it, send a reminder, and do the presentation).

Using a take-away like this is a no-pressure, no odd vibes approach, and it's pretty hard to turn down as an invitation!

OK, **here are some more approach ideas** - some suggested language etc. You have some advice and suggestions from Shelby Ford (downloadable, as a Word Doc or PDF, able to print off, or read from screen), and advice and suggestions from Stacy Bodner, now here is some more GREAT help for you:

You do not need to know a huge bunch of approaches! But having a nice variety of ideas, reading over some suggestions, is helpful in choosing what you want to say, how you want to phrase things, with your various prospects.

You just get prepared a bit, then "being you", you make the approach.

And you can't say the wrong thing, to the right person. As well it's your tone in your voice, your contagious enthusiasm, that matters. People pick up on, "this is something good". And just MAKING the approach, is more important than exactly what you say...

Healthier products - Less Chemical Load on Kids

You can text this, but "better" if you can just cover directly over the phone;

Hi __, I've come across some pretty amazing health related information, that I really want to share with you -

It's about reducing the toxic chemical load on our kids, how important that is, and how to do it.

it's not more expense on the budget, it's not something I'm selling, I recently started shopping with an alternative store - it really made sense to me and I thought it might make sense for you too.

I am just giving tours of the company, Melaleuca.com, and am really excited about it.

Would you be open to hearing about it, no pressure, I'd love to get your feedback.

(Let them reply).

Are you in a situation right now where you can watch a 20 minute description video with me?

[work towards their timing to see an overview]

- If it needs to be later, close for a time, and you can "give two choices" as an option.
- Once you have the appointment, Confirm It - Then send a Reminder, before.

Additional / alternative dialog;

The health effects of chemicals in products has been in the news, and how it impacts the health of kids and adults - and I found that melaleuca.com has safer alternatives, I strongly feel every parent should know about it for their shopping choices.

I don't sell anything, I just provide information and give a tour, I found it very eye opening and I think you'd appreciate the information; but I'd like to get your feedback.

Approach to a busy Mom

You can text this, but "better" if you can just cover directly over the phone;

Hi ___! I wanted to reach out because I know you're a busy mom like I am and we can use all the mom hacks we can find!

I recently started shopping with a store that has really made sense to me and I thought it might make sense for you too. It's really saved us time and money and I would love to share more about it with you.

I'm a customer, but we can invite other customers. It's just a quick tour and some information that you'll find helpful, would you be open to just taking a look, and giving me some feedback?

Are you in a situation right now where you can watch a 20 minute description video with me?

[work towards their timing to see an overview]

Sending a Text or Messenger, to open up a phone call -

"Hey do you have a minute for a quick phone call?" "Great!" (Then call them and say),

"I have some info I'd like to share with you - first though let's catch up"

(Talk to them for 2-3 minutes. Catch up about life a bit.) Then say..

"Hey, like I said earlier, I have something I want to chat with you about and I thought of you because ___"

Business, Income Approach -

*(You have had some dialog - like; "**do you know anyone who could use some extra income, maybe a side-hustle with flexible timing**" - They say, "well I might be interested, What Is It?") - Some suggested dialog;*

So I work with a large consumer goods manufacturing company -

We do over 2 billion a year in sales, and we're in major growth right now. We basically just direct traffic to the manufacturer, and we do an online tour.

And a lot of people are making great money with this.

The company ships direct to the consumer, and the monthly re-order rate is 96% - so people love the products and convenience -

The company I work with is Melaleuca.com, are you familiar with Melaleuca at all?

("Most of the time" they have not heard of Melaleuca - and just guide to a presentation,)

We are a USA based company, and we have great tools and support.

Flexible timing, for the pockets of time you have available.

So let me show you the work that we do -

Are you in a situation right now where you can watch a 20 minute description video with me? [**if not, set appointment - and send confirmation - and then a reminder**]

-- **A Great Tip** - some have relatives who are customers, or they themselves "tried the products" 8 years ago or whatever - If they have some familiarity, 99% of the time, "they really don't know much about Melaleuca" and for sure, don't know of our years of success, SO;

Suggested dialog if you get a reply "**oh yeah, I'm familiar**..." etc -

"Are you familiar with what they have available now?" They've got coffee, sports nutrition, lots more snacks, and a great chemical free natural skin care and cosmetics line, almost 500 products, more convenient and better value for your money than what people are already paying for every month buying elsewhere.

And the company's growth expanded even more during the Covid time. And even those joining recently are making eye opening incomes, anyone who hasn't been getting their monthly magazine really wouldn't be getting that information.

Let me give you a quick tour, I think you'll be impressed, and I'd love to get your feedback.

Are you in a situation right now where you can watch a 20 minute description video with me? [**if not, set appointment**]

10-15 Minute Call Approach

Hey ___! Quick question. I've been working on something that I think you'd find interesting and I'd love to get your feedback. It's a bit too much to text... Could I catch you for 10-15 minutes in the next day or so?

Another approach;

I was recently introduced to a company by a friend. It's a manufacturing company out of Idaho that focuses on wellness. Kind of like Amazon - except all about wellness.

The awesome part is they compete with Target pricing so its super affordable. I am not selling anything - I am just giving tours of the company and am really excited about it. Would you be open to hearing about it, no pressure, I'd love to get your feedback.

Saw your post on Social Media -

You can do "this basic concept of approach", for MANY posts you come across, where you see there might be a need, an opening, an opportunity:

Hey I saw your post about XYZ. I wanted to run something by you, here's my phone number XXX, what's yours?

Just Had a Baby

Hi ___! I know you just had a baby, and I am sure you're super busy...

I was thinking about you and your family, knowing most moms want the safest nontoxic and cost effective products in their homes. But not expensive.

I want to share my favorite online wellness store with you - I am glad that someone shared it with me - would you be open to spend 10-15 minutes on the phone with me? I think this would be a big help to you!

--

They were doing a Direct Sales thing, or an MLM;

#1 Getting conversation started -

Hi ___! Quick question: are you still with? (or, "are you still doing a side-business?")

#2 See if they are open

Gotcha. Well, I've been wanting to touch base with you... I'm now working with Melaleuca.com, and honestly I am blown away.

You're likely a bit familiar with the company, but we are using a simple training system, with simple approaches, and it is unlike anything I have ever seen before, the company is in huge huge growth right now. Even those newly joining, making great incomes.

Amazing successes. Anyway, if you're even slightly curious, if you haven't taken a good look in recent times, I think you'll be really surprised at the growth, and the incomes.

Let me give you a quick tour, I think you'll be impressed, and I'd love to get your feedback.

Are you in a situation right now where you can watch a 20 minute description video with me? [**if not, set appointment**]

Some general "dialog bits" -

It's really important to lower the chemical load on our kids, and on us, and I found an affordable way to do that - Let me share some information with you, when are you available to talk? I'll give you a tour -

I'd like to get your opinion on something... and, "Can I practice on you..."

Would you be open to looking at some information, and giving me some feedback...

Let me show you the work we do - I just give you a quick tour and description - Do you have about 20 minutes so I can show that to you now? (Or, set the appointment)

(Don't get involved in "responding to questions" etc, until the person says "yes, I'll listen").

Questions, & Objections

Melaleuca, haven't they been around for a long time, like a Tupperware thing?

You need to see their sales graph! 37 years in business and it's a straight up line of growth, especially the recent years through the Covid time. And people making surprising incomes, even those that joined recently. They've grown stronger and better, with almost 500 products now, you really need to see a tour.

Flashy new companies, as we have all seen, they usually go out of business or they never really grow - that's a bad place to invest time, if you want a good future.

If you haven't seen a tour, with a good group with good materials, and good training, you've got to see this. Let's take a look, and even if you decide it's not for you, I know you'll get some good information and I'd love to get your feedback!

Are you available ___, or ___?

"What is it?"

It's the biggest wellness shopping club in North America, Melaleuca.com - and basically Melaleuca is just a store. They have over 400 products, everything from toothpaste to coffee to shampoo to healthy snack bars.

Everything in the store is nontoxic and made in the U.S. It's like a virtual shopping cart and they have many product isles, and it's all delivered to your door, free of the chemicals and cheap ingredients the store brands use.

I get to help people make a lot less trips to Walmart and Target!

I don't sell the products, I don't take orders or grab credit cards.

I just get to show people the store and how it works, many find that it's a great choice, it grows every year just by word of mouth.

Do you have a few minutes now, or when would you have a few minutes for a tour, you'll learn some great information and there's no pressure at all.

What's the company?

Melaleuca.com based in Idaho Falls, ID. They are a big USA manufacturing company, over 4,000 employees. Are you familiar?

Can you just send me some info?

"It's a tour actually, covering many different market segments, and really, it's a visual thing. The tour doesn't take long, and you'll get some really helpful information, trust me it will answer all of your questions. Are you available for about 20 minutes, at ____?"

Is this a MLM / Pyramid thing / Amway?

No - Melaleuca.com is a large USA manufacturing company that makes over 400 green products, it's a business model called Consumer Direct Marketing.

We are all just customers, we order direct from the manufacturer, and it's amazing but their re-order rate from customers is 96% month after month.

Great products, and not overpriced, so it's consumer driven, product driven. It's not the income hype like the MLM's who want you to buy inventory. No one buys inventory here, they don't even allow it!

I'm not assuming it's for you, but I think it would be worth checking out, if you're open at all, and I'd love to get your feedback.

Are you around tonight? Or would tomorrow be better?