

Stacy Bodner Invitations Training - Typed Out

"I really believe in picking up the phone - so people can hear your voice - the excitement - the enthusiasm".

Or send a voice message, by text or messenger - So again, people can hear your enthusiasm.

I believe every approach is different - it needs to be authentic - and it needs to be "you".

It needs to be natural, like having a conversation.

The thing that most people do, is they over-complicate this - they think too much instead of just diving in.

Example of a text, with the purpose of Getting On the Phone;

Hey - Do you have a minute? I'd like to call you and ask you a quick question.

One of my favorite approaches is as simple as this: "Has anyone ever shared Melaleuca.com with you?"

If they say "no", I say "oh my gosh, I'd love to be the person to share it with you". And then book the appointment. Just say, "are you free tonight at 8:00?"

Or, "I'm free at 8:00 would that work for you". Or give them two times.

I might say something as simple as this, "Hey I've been thinking about you - are you shopping at Melaleuca.com?"

If they say "I know someone who does that", I go "Really? Well you haven't heard it from me. Does 8:00 work tonight?"

Have a little bit of posture. But again our job is just to book the appointment.

I don't use words like "signed up" - or "home based business" - or "joined" - or "tell" - They'll want you to "tell" them about it, and, this is a visual presentation.

I use words like "I just have a few minutes" - "I'm excited to call you" - "I thought of you because _".

"I'm really excited - I thought of your because - I know you want the best for your family". "I know you're always looking to get great products, at a great price".

"So I have no idea if this would be a fit for you or not, but I started shopping at this amazing store, would you be open to taking a look". "Worst case scenario, you might know someone I can help".

That's when you need to 'zip it', and what you really need to do is just book that appointment.

And if they keep on asking you questions - "Listen, that's why I really want to do a virtual tour - so that you can see exactly what I saw - then you be the judge - I think you'll be impressed".

"Hey _, just checking in on you - and listen, I wanted to see if you're free tonight, for kind of a virtual tour of my favorite online shopping store - you can be in your pajamas - are you free at 8:00 tonight?"

I use words like "partnered" - "I specialize in helping people _" (to be able to work from home) (I specialize in helping families have safer products in their home).

So we keep it really really simple.

I might say something like "I partnered with this amazing wellness company - and they manufacture everyday essentials, the types of products that we all use every single day, and everybody's loving that they don't have to leave their home to go to the store - so listen I'd love to share it with you - I don't know if this would be for you or not - but I know you'll be impressed".

I use words like "I need your help" - "Listen, could you help me out? I'd love to share with you a new company I started shopping at - They've got great products, when can we get together?"

"I love what I do". "I thought you might appreciate this". "I'd love to give you a virtual tour".

"No pressure". "You won't be able to un-see it once you've seen it". "Do you have time today".

But it's really about picking up the phone - if you're using social media or whatever for contacts - That's the critical activity.

== Just the "suggested things to say", from this video;

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Does 8:00 work tonight?"

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"I just have a few minutes" - "I'm excited to call you" -
"I thought of you because _".

"I'm really excited - I thought of your because - I know you want the best for your family".

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"Worst case scenario, you might know someone I can help".

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"I thought you might appreciate this".

"I'd love to give you a virtual tour". "No pressure".

"You won't be able to un-see it once you've seen it".

"Do you have time today".

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