

Practice Script ONTO - DOING - the Recorded Presentation

Ask the question;

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

[They reply; "Oh my gosh, money has been really tight for us lately"]

- "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".

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

["sure"]

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

["Ok, sure, it sounds interesting"]

=====

I think you will enjoy this tour, and you'll get some really helpful information -

It's only 20 minutes and I'll stay on the phone with you so I can answer questions at the end.

IF they "can't do 20 minutes now", a) go for when they can do that, b) If need be, go to "last page"; guide to Shorter "Mini-Introduction" options

I'll give you the link so we can pull this up -

You just type in the link TheQuickLook.com -

Or I can send you the link If that is easier -

(*clickable link*), <http://TheQuickLook.com>

I'll just hang out here while you get that going.

(Wait until the prospect says "it needs a password")

The password is just 123, the numbers 123.

(Work with them as needed, for them to get on the page, and for them to get the video playing).

(Listen for anything that comes up. You can put yourself on mute, set a timer for around 17 minutes; the full video is 20 minutes 39 seconds)

(Go to Melaleuca.com, Business Center / Enrollments, "start a new enrollment", pre-fill in their name, phone # etc. Leave blank, category which you'll select once they tell you their choice of category.)

=== [When the Video is finished

"Lots of helpful info there,
What points kind of stood out for you the most??"

Like was asked there, with the 3 categories,

What are you most interested in, just so we know how to help you from here, **what category do you see yourself as?**

To help you get started, let's get your shopping account opened up, "for pretty much everyone" that's a good place to start.

This is really easy, I just send you a personalized link -

Should I send that to you by text or email? (It comes from Melaleuca)

(Try to stay with them, to complete the enrollment and shopping - otherwise it goes to "follow-up" to get that done, which isn't ideal).

-- **(What they see on their end, enrolling) - It asks them to enter;**

- ***Username then Password - Name - email - phone number***

[agree, membership fee - communications] Continue

[backup order - "Members' Choice" - I acknowledge] Continue

[do you want to earn commissions - set up Marketing Agreement]

Continue

(And the option), "Go ahead and start Shopping!"

"Place your First Order Now! - **The Packs** -

(Option), "See all new member savings packs" -

Shows the \$109.99 packs

(Suggested to say);

Like the video said, **those introductory discounted packs are really quite a bargain.**

If Walmart & Target offered heavily discounted introductory packages like this, they would sell a ton of them.

They are only available when you are a new shopping member. They are kind of a loss-leader for the company, so you can discover a lot of different products.

The Home Conversion Pack is the Best option because it has a big variety of popular products from many isles of our store, 39 full sized products, discounted to \$329.99 and it includes a full month of the Peak Performance Nutrition Pack.

The Value Pack is also great - a good variety, 25 full sized products, all discounted, with the Peak Performance Nutrition Pack, for \$219.99

"Which one of these packs would be a good fit for you?"

("After packs")

(Including, they "can" move to looking at the \$109.99 packs)

And being new, when we look at your shopping cart you'll see the first \$20 given to you of free loyalty shopping dollars that you can spend -

As long as your order is within two days of creating your account, you'll see that \$20 for free products available for you - you can add more products to your shopping cart and cancel out the price, using that \$20, it's a part of the \$100 available to you in your first 5 months as a new customer.

LAST RESORT if they didn't order right away -

Set up a “**Shopping Appointment**” – let them know that they only have 2 days to use the extra \$20 of free products and ask them if **24-36 hours** is long enough to decide what they'd like.

Then set up a **5 minute shopping call** to be there to help with any questions.

**(If they have interest in income, Category 2 or 3;
Refer them to START, with StartingChecklist.com)**

I'm going to give you a website to go to, you'll see some examples of success and a couple of other videos to help you get started.

You can type this in, the website is **StartingChecklist.com**,
or I can send you the link if that is easier

(**Clickable link**) <https://StartingChecklist.com/>

"Let's Open up that website, so you can see it..."

So the total amount of videos is 30 minutes.

And you might take some time making a few notes. Just guessing,
How Much Time do you think you'll need, to watch those videos, and
make any notes?

What should we target, for a time to connect again, after you've
reviewed that content? **(Set a Time)**.

(When you connect after that, you'll be doing the "Checklist Check-In").

"OK great. I'll help you move through our system steps, and
depending on your schedule you can go as fast as you want to go!"

--[**Guide; for Mini-Introductions** - Then onto "Continuation", presentation:

"How about this, since your time is tight, how about we watch a Mini-Introduction, it's only [x] minutes. Can we fit that in?"

(If not, go for appointment, to watch it together - then you can guide them to see "part 2", the Continuation - Main Presentation. Usually they will want to see that - and you can prepare their enrollment link during that second video). (You have flexibility re: what you feel is the best video choice for your contact).

AFTER THEY HAVE WATCHED THE MINI-INTRODUCTION,
(With you, **or if they watched on their own if you had to** text / email the link and password for them to watch on their own),

Suggested Dialog to **guide to the Continuation** - Main Presentation ("part 2")
(and this, "you must do together", just like the complete presentation is done, so you can prepare and send enrollment link, and able to guide at the end),

"Now that you have that orientation let me show you a quick tour of the actual company, the products, more on what we help with, and if income is of interest to you, this will briefly describe that" -

The tour is about 15 minutes, are you able to watch that with me now?

You just type in the link BriefVideoTour.com

Or I can send you the link If that is easier.

<http://BriefVideoTour.com> Password 123 "15 minute" 15:20

EVERYTHING ELSE FROM HERE JUST FOLLOWS
THE USUAL "COMPLETE PRESENTATION" GUIDE.

Mini-Introduction Intro - **Toxic Chemicals** - wrap-up "5 minute" 5:44
ToxinDanger.com <http://ToxinDanger.com> Password 123

Mini-Introduction **Toxic Chems - with Income** - wrap-up "7 minute" 7:12
QuickLookVideo.com <http://QuickLookVideo.com> Password 123

Toxic Chemicals Only & wrap-up "3 minute" 3:23
ToxicTroubles.com <http://ToxicTroubles.com> No Password (no company mention)