

Coaches Guide - PRACTICING Inviting and Doing a Presentation

(The Practice Session is only done if they have watched the videos on SuccessfullySharing.com And, they have placed their first order).

YOU as the coach, "also need in front of you", the approaches with yesses and no's, and the practice script onto the presentation.

"So you had a chance to review those videos on approaching and inviting, and the guides that can be printed off, from HelpInviting.com

Then those training videos on the website SuccessfullySharing.com, and that actually covers everything you need to be familiar with".

How is it going with your contact list; have you put some names down on paper, or what would be your preferred way to keep track of names, and to be able to make notes as you talk to people and all of that? (Discuss, help...)

We don't need to contact everyone right away; it's one day at a time and you can choose your sequence of who you talk to, but about how many names would you say you have on your list so far?

While you were going through the HelpInviting.com website, did you look over the page on Helping with your Contact List? You likely will have plenty of names to get you going, but from time to time, go and review that contact list help page again, it's a "memory jogger" and a guide.

That will help you get started, with good advice on a lot of topics that will help you, with some great reminders & suggestions. (<http://ContactListHelp.com>)

So on our approach practicing, just to get comfortable, and to keep it simple so we can practice, we'll just read off from the Practicing Script, rather than going through every possible approach...

You will find your own style with this, and from the videos and the written guides on HelpInviting.com you've got a familiarization now with how you can

plan an approach out - and that helps you be comfortable as you work out your approaches for the various people on your list.

OK, so with the Practice Approaches, were you able to print that off? Or, can you can read the practice script from the page on SuccessfullySharing.com?

OK I've got the Invitations Practicing Script in front of me as well.

To start with, and I'm just going to be agreeable and easy with you on this, let's start with you just reading off from the top, with that one called "Opening with a Question", could you read that off to me, and we're pretending I am a prospect of yours - and I'll give you replies. Let's start!

(Continue, they give you the next approach, "you are agreeable" to everything including "seeing the video right now", and setting a time for appointment etc).

PRACTICING GETTING YESSSES AND NO'S

OK, on the "Yesses and No's", it's a short invite, then I give you the reply. We just read this off, we're getting you comfortable with this, and we're going to go through this section twice.

So go ahead and read that first line there, and we'll continue down the page, with me giving you yesses, and no's... ("Would you be open to looking at the information, and giving me some feedback?" - yesses and no's).

(Second time through, you can change it up a bit; "yes, sounds great", "oh my, what have you gotten yourself into..." "Sure, I'd love to see what you have"... Get them used to hearing whatever reactions come up). After that;

OK great, and like offering cookies to people at a party, some will say yes and some will say no. It's not a judgment on you.

You think you can survive this ok? Those who have made great income with Melaleuca simply have asked a lot of people to take a look. Compared to someone just dabbling with this, the successful ones heard more no's, and got more yesses. It's really that simple.

And those that said no for now we just check back, in 3 months, 6 months etc.

OK, Now let's familiarize with **guiding your prospect onto the presentation**, and you being familiar with the steps on that guide.

Do you have that printed off, or can you go to that on the website?
(*And, you have that available, in front of you, also*).

So we basically just follow what is written on this Practice Guide, it's just asking a question that opens up doing an approach, and I'm going to be agreeable on everything including moving right into seeing the presentation.

So take your time, get comfortable with this, you're just helping me see some information that will be very helpful for me, and you're guiding that.

Let's roll through that invitation, and you really can just read off that guide, and we'll go all the way through this.

And if you feel like you'd like to do that a second time, we can do that too.

You ready to start? Great - go ahead and start.

(Work with them, familiarizing, through the guide.) At the end;

"OK Great, you did it, that's all there is to it, that is how we do a presentation".

Those who have made a lot of money here simply have done a lot of presentations. Everyone gets some yesses, some no's, and we find builders.

And these days, MANY need more income, so the company is really growing.

Do you feel fairly comfortable with that, or would you like to go through the practice presentation a second time?

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Did you get a chance to check out the examples of the forms to keep track of your prospects, your prospect list, or maybe you have your own way of managing things like contacts?

Do whatever you are comfortable with, that is simple, and won't slow you down.

Regarding your goals, it is true that pretty much average people have done really well here, usually it's because they decided they really wanted to fix some things or change some things, and they committed and went after it.

And when you're new, and just starting out, the company encourages you to build fast, by doubling the amounts of the bonuses you get when the size of your group grows, the Advancement Bonuses - the Pacesetter Program.

It's an amazing way to make a sizeable amount of money quickly, if you can move quickly.

And you get bonuses also, when those you introduce, reach those new advancement stages.

You can choose your pace here, but to help reach your goals, are you ok with challenging yourself a bit here, and making a 90 day commitment, to run, to really get things going, to get some bonus checks coming in?

(OK, let's run, I'll help you, let's stay in good contact).

Do you feel ok to start working out some approaches, making some calls, and guiding some people through a presentation? (Help them through whatever they have to say there - "everything is hard, before it becomes easy").

So make some calls, then check in with me. Let me help you if you're having trouble with anything. Like a ping-pong ball goes back and forth, that's what we do, you make calls, do invitations, we check in, and you do more calls.

All the questions people may have, get resolved by seeing the full overview, the presentation. So we keep it short, we don't get pulled off into a bunch of questions, "that's what the presentation covers", you can say.

Feel free to review the approaches, scripts, the guides that you have, and review the videos whenever you feel like it.

When would you say is the next time we should plan on checking back in with each other?

OK, I think this is the start of something great for you - Bye for now!