

# **Inviting Techniques**

**The number one task** for all Affiliates is **inviting new people** to take the LegacyLine tour of our new Provizion 2.0 website.

**The goal** is to **get their attention** without being pushy and engage them in conversation – voice or text. You'll want to use **social media** as much as possible because that is where the most people are.

People are busy, you need to **earn their attention in a few seconds** by getting them so curios about what you want them to see that they actually do so.

**You have to be relevant and interesting** because people are watching tv or phone, texting, talking, or scrolling.

The following are "hooks" shared by some of the most successful influencers and salespeople in the world. **Consistency** of posting/texting/emailing/asking is the key!

### **NOTE**: Questions are best attention getters!

### Questions For Social Media posts, or emails/texts to those you know:

- 1. Who do you know that needs...
- 2. Did you get your free Certainty book yet?
- 3. Did you know this about legacies...
- 4. What are signs of...
- 5. What are you doing to increase you energy?
- 6. What is the Body's master Molecule of health...
- 7. Do you feel your age and why?
- 8. What are you doing for...
- 9. Have you ever heard of a legacy community... (because I just found one)
- 10. How long have you wanted...
- 11. Anyone know how to ....
- 12. Why did this take so long to...

#### **Cliffhanger Curiosity Phrases:**

- 1. These 5 ingredients changed my life...
- 2. You'll probably need/want this later...
- 3. I stuck this on my board for later....
- 4. You'll wanna see this again later .....
- 5. I betcha know someone who...
- 6. Finally, somebody gets it with....
- 7. This was worth the free book on Certainty...
- 8. I found a legacy program that helped me....
- 9. Of the 3 parts of personal Legacy, I think this one is the most...

- 10. I found a 3-phase legacy plan I...
- 11. Why my assumptions were wrong about...
- 12. Why I changed my mind about...
- 13. True or false...
- 14. It works like this, if you...
- 15. Finally, low cost highly effective...

## **Asking for Help**

- 1. I need help with...
- 2. I'm looking for people who...

# Ask What They Need or, Think or don't

- 1. What's your biggest health need?
- 2. What do you want extra cash for?
- 3. What's your plan for better health?
- 4. What's your plan for better cashflow?
- 5. What's the legacy you want to leave?
- 6. What do you think about legacy?
- 7. How do you think legacies are built?
- 8. Do you have a legacy plan?