

This is a 15 minute Script For a 3-Way Call or Coffee

C= consultant bringing guest to the call

S= sponsor or upline of that consultant, sharing the R+F story on the call with that consultants guest

C: Hi Sarah—this is Kris. I have my friend Phil on the line.

S: Hi Phil!

C: Phil is an incredible business man and is very well networked in the metro Detroit area. I told him our business is rapidly expanding there, and I wanted to introduce him to you. Phil—this is my business partner Sarah who is going to share more with you about Rodan + Fields!

S:: Hi Phil! Great to talk to you today. I'm thrilled to share Rodan + Fields with you. Kris told me great things about you before the call so I feel like I know you. But before I get started I'd love to hear what intrigues you most about Rodan + Fields (or, share with me more about you).

GUEST SHARES**** I heard about Rodan + Fields from Kris and she was telling me about her excitement, which really excited me too. I feel like this could be a great way to supplement my family's income.

S: Thank you for sharing. I'd like to take a few minutes to share Rodan + Fields with you and how and why I got started. Afterwards I'd love to hear what questions you have and let you guide the conversation from there. Does that sound ok to you Phil?

(wait) Great! Rodan + Fields is by the world famous creators of Proactiv, I'm sure you heard of them—they created the #1 acne system in America. They developed a billion dollar global legacy brand on a more limited market—acne, and were very smart when they decided to leverage their credibility and target the largest category of skincare today—aging—as we are all aging all the time! They launched Rodan + Fields first into high end department stores like Nordstrom, Macys and Bloomingdales and they were so successful that they became the #1 clinical line in Nordstroms nationally! That's HUGE! Estee Lauder Corporation had partnered with them (which is another big billion dollar global brand)—and they exploded—and we started to see them in major magazines winning awards in the press on a regular basis. Even with this great success, and being #1 in Nordstroms—they still knew they could reach more people and change more skin and lives—like they did with infomercials and Proactiv, back in the 90's.

They knew this wasn't best kept trapped under glass—and they wanted to leverage today's social economy with more of an online business model—and they decided to be the first dermatology line and first successful retail brand to exit and enter into the world of direct sales.

Here's how I heard about it—and a little bit about the success I've had so far....****(here's where you insert your business story)- I was a former teacher looking for a way to supplement my income and my mom shared Rodan + Fields. When she told me how I could work this part time alongside of my career, I was in! My first month I earned an ipad, incredible cash bonuses and made 3 promotions and I'm just getting started!

The cool news is, Rodan + Fields is just getting started! As a company we are debt free, growing in triple digits every year—in fact we grew our number of 6 figure annual income earners by over 128% last year. As a result of our fast growth we are getting huge business accolades from the American Business Awards (for our case study with Harvard Business school), Ernst & Young, and the Direct Selling association just gave us more awards in one time, than any company in the 100year history of direct sales! And as far as our products recognition—we are in major beauty blogs and magazines on a regular basis, which is free adverting for us! This month we were featured in Oprah for our new macro exfoliator, which you would just love! Let me tell you about it quickly--

We launched it in February, and entered into another multibillion dollar market—the at home device and skincare tool category. 1 in 3 women say they'd use one—and we are finding just that! We outsold 3 mos worth of product in just 3 weeks—have been in a ton of magazines and beauty blogs—and people are getting amazing results and finding they get the same visible results as a professional microdermabrasion treatment! 5,000,000 dead skin cells gone in just 5 minutes! As you can see, we are super excited and now is the perfect time to take a look at our award winning products and opportunity as we prepare for a global launch! We'd love to have you take a look at this. It's your chance to partner with the doctors as they create their next billion dollar, global, legacy brand. This time, we share in the profits. Can you imagine where we'd be if we partnered with them when they created Proactiv???

With that, we'd love to pass the call back over to you and ask any questions you have in regards to the products or how you would get started in the business—costs to get started, support, etc.

GUEST ASKS QUESTIONS:

What does it cost to get started?

S:All of our getting started options are less then 1,000 and you leverage the credibility of a billion dollar brand and the resources of a multi million dollar corporation.

There are several ways to get started but at an entry level I recommend the Business launch kit which gives you everything you need to launch your business—all 4 of our award winning skincare lines to demo and display, our macro exfoliator which is a must as it's our sizzle product, as well as our training materials. That option is just \$695.

Now if \$300 more won't break the bank I absolutely recommend the RFX Express kit, which is how most of our new consultants start as you get everything I mentioned, plus an additional macro exfoliator (so you have one to demo on people's hands and one to be using on your face)—but the most important thing is that you get the demo products and samples. This is a “must” because we teach people to gain customers and consultants by sharing these samples right away. They immediately fall in love with the samples and join us! This is an excellent option as you save over 50% on your products and have absolutely everything you need to get off to a fast start!

No matter which kit you choose, we have a Fast Start Cash bonus to help you to earn your return on investment within your first month—plus you can pick up a free iPad from the company too as a part of our fast start programs.

How does it work? What would I be doing?

S: We really do 2 things. It's simple: promote an award winning product and a life changing opportunity. From the product side, we aren't a party plan—we don't stock inventory. It's very simple. You sell product by sharing your results (people will compliment you on your skin) and via social media, and networking. The great thing about promoting consumable, results oriented products is the ability to earn residual income. As people re-order over and over again, you get paid over and over again for work you did one time!

To really leverage your income you build a team! As you share the opportunity with others you will get paid on all of the sales that build on your team! We will teach you everything you need to know to be successful. It's simple, and super fun!

How do I make money?

S: With Rodan + Fields we get paid 3 ways:

1)upfront bonuses—these are unlimited cash bonuses that help you to earn an ROI immediately and pay extra bills right away, and contribute to your family's income. In addition you can earn an HD iPad your first month!

2)Our core compensation plan—we have one of the best payplans in the industry that allows you to earn on the sales generated on your team. Network marketing is one of the greatest ways to earn residual income (and residual income is hard to find—unless you're an athlete with endorsements, or a famous singer who gets paid every time his music is played). My team grows exponentially and I am paid on an army full of customers on my team who are elated with their skin, and re-ordering throughout the years. We've had people on Proactiv auto-ships for over 20 years! Imagine that for residual income! It's one of the smartest business models on the planet!

3)On the backend we have incredible incentives: we have a car program with Lexus where you can earn a car, as well as luxury trips to places like the Four Season on Paris! With Rodan + Fields we don't just get paid, we get recognized!

GUEST CONCLUDES: I think that's all of my questions. What are the next steps?
S: We would love to have you be a part of Rodan + Fields! You can do that one of two ways: as a customer and get onto the journey of the best skin of your life! Or as a consultant who gets the best discount on the product, but also earns income as you become a part of our fun and fast growing team, and we would love to have you! You'd be a great fit! After you've heard more, which sounds best for you?

- If they choose to become a Preferred Customer walk them through the solution tool on your website, and tell them about our PC program and walk them through the enrollment process on your .com website. Say: "I have a few minutes to walk you through our skincare consultation right now. Sound good?" (if not, schedule a time within 24-48 hours)
- If they choose to join you as a business partner take them to your .biz website and walk them through the enrollment process. Say: "I have a few minutes to walk you through the enrollment now. It will take just 5 minutes. Sound good?" If not, schedule a time within 24-48 hours.
- If they are interested and need more info, send them a link to your websites to review, and schedule the time for follow up (within 24-hours) before you get off the phone.
-

© Sarah Robbins, TeamRockinRobbins.Com

Do not recreate or repost on a website without permission first. If reposted with permission, please keep this document in tact. Thank you