

5 Tips to Find Customers And Make Product Recommendations

1) Ask people if they'd be willing to try the product, and share that you'll give them their own recommendation using the solution tool.

2) Take "before" pictures, and progress photos every 30 days. Share them!

3) Share our latest media mentions and sharable assets from the "communications corner" (communications.rodanandfields.com), from the weekly corporate newsletter called the "Insider Scoop", and on the "iRF" page on Facebook.

4) Host product focused event. Find invites at communications.rodanandfields.com. You can also ask friends to host an event for you as well. Say, *"I'm looking to expand my business in your area—would you be willing to host an event for me? I'm happy to throw in some free product, or a discount on the product as a thank you."* You can do this on your own through your own monthly CRP order (it's not a company thing).

5) Sample it and share it—When you're out, give compliments, ask questions, and network with people! Before you leave say: *"I've loved chatting with you today and want to leave you a little gift. I am an independent consultant with a new skincare company by the Proactiv doctors, that's focused on anti-aging. I know you'll love these. If you promise you will use them, I promise I will follow-up and stay in touch! Today is Sunday. I will call you on Tuesday to see how you love them. What time works best?"* Find the "Give it a Glow" Flyer to help you make your samples here: <http://communications.rodanandfields.com/templates/231/index.php>

When someone expresses interest in our products I say: *"Let's set a quick 5 minute appointment by phone so I can ask you a few simple questions and make the proper recommendation for your skin."* I then pull up my solution tool on my personal website, and I ask them the questions given, click the response that's shared, and this way I can personally make the recommendation and ask for the order:

Because I made the appointment, and am bringing them through the process, I now have a captive audience and can assume the sale. I would say, *"Since we are both on the phone, I'd love to help you get started with the product today. It will take just a minute. I'd love to see you order as a preferred customer. This program is perfect for you, as you will receive 10% off, free shipping on regularly scheduled orders, and special perks. The products ship every 60 days, but that's perfect-as that is about how long they last! Not to mention- it is a flexible program! You can delay and edit your order anytime! My customers love this program! You will too! Let's get you started! All we need is your billing and shipping information and they will be on their way!"* (*explain the small fee to get started, which saves \$\$\$ in the long term)

For info and FAQs on the product check out: rodanandfields.com/rfconnection
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