

PROSPECTING LANGUAGE & IDEAS:

1) Call or Text People You Know:

“Hey (Deb)! I’m so excited to share some news with you! I started a new business with the Proactiv doctors, who have a new anti-aging company that is expanding in your area! I am so excited to tell you about it! Do you have a few minutes later today that I can call you to tell you more? I’m just running out, but would love to get your ideas and input later!” (*if not, today, ask to schedule a time tomorrow.) Set up a call with your sponsor: *“I am new and just getting started. Do you mind if I invite my friend (Sarah) on the call to tell you more so I can learn, and she can give you all of the details and tell you what we’re doing!”*

2) Talk to People When You’re Out:

Use the “Sample pack approach” (create a mini facial pack with microdermabrasion samples, face and lip serum capsules—you can find a flyer/ instructions to accompany on the communications corner!) When you’re out, give compliments, ask a lot of questions, and network! Have a normal conversation. Before you leave:

“I’ve loved chatting with you today and want to leave you a little gift. I wanted to share some products with you that I am in love with! I know you’ll love them too. It’s called Rodan + Fields, by the Proactiv doctors. They have a new anti-aging line that I now carry. There are instructions on how to use them. 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 for you?” –Schedule the appointment, and follow up:

“How did you love the products? I would love to do a quick 3 minute skincare consultation for you to find out what products are best for you. Have a minute?”
(Do the solution tool on your .com site)

Pass out as many sample packs as possible and always follow up in 48 hours. Schedule calls asap to reveal the opportunity behind the products. Invite your sponsor to join you. If prospects aren’t interested in learning more about the opportunity, sign them up as a preferred customer after doing the solution tool for 10% off, free shipping, and a flexible program designed to give them their best skin!

©TeamRockinRobbins.Com (<=username and password are: team)