

## INVITING

Be Quick!	Sell them on your commitment and desire
No Surprises	Questions are the answer
Be Passionate, but Real	Set the appointment for the next connection
Top things that I'm excited about	Let self be lit up by how product changes lives,
Point to a 3 <sup>rd</sup> party tool	Your Why
Create urgency	Mirror Match
Always set the Follow-Up...and then DO IT!	Compliment
<u>Find outgoing happy, dynamic people to become biz partners or customers</u>	

**Languageing to make people feel comfortable. People need to know that they are safe talking with you.** That you aren't going to sell them, convince them, twist their arm, be weird. People want to make their own decisions. They want to be honored as who they are, and want to make their own decisions without being over influenced! Using these words communicates that whatever they decide is fine with you. That the friendship/relationship is more important than them saying yes to you if they don't mean yes. So you are ultimately offering a yes or no hand to them and whichever one they pick is great. What's right for them is what is right for you. (The old saying: "A person convinced against their will is of the same opinion still")

Your detachment makes it all fun for you and them. When you can just offer, they feel safe to lean in and see if they are actually interested or not....Cool!!

Might  
I don't know if this would be a fit for you or not  
May  
Possibly  
Consider as a possibility  
Could be

NICK: Pique (in a short time frame (3 minutes or less!))

*Hey you know I want to catch up. I know we haven't talked in a while.  
But I've got something that I think is perfect for you. It think it's right up your alley. You've definitely got to take a full look at it this thing and see if it's for you.  
The company's having tremendous success. Most importantly, with the product testimonies, it's incredible. But also from a business standpoint.  
I think this would do some great things for you.  
More importantly I think you would have a ton of fun doing this, OK*

*OK. ... First and foremost I'm going to send you a quick link to a video.  
It's [getonthegeil.com](http://getonthegeil.com). OK. On this page there's a quick video. It's only about 3 minutes long. You'll love it. It kind of a briefly introduces you to this concept of our product which is called Somaderm. With this video, you'll see all the benefits. Run through it. Pay attention to the last part of the video which will run through the benefits people are having on the product. I'll fast forward to that/ It talks about the benefits that people may see in their first 6 months.*

*Hey make sure that you maybe take some notes or think about ...which of those speak to you the most? Tons and tons of benefits.*

*This is month 6, month 5, 4 month 3 month 2 like incredible, incredible stuff.*

*... and then at the bottom of the page I'm going to send you... there's also a link to a pdf ...its an 8 page pdf . it's gives you more information on the product, but I'm also going to add you to a facebook page. I'm going to add you to these testimonial pages so you can see really what's really going on here. It's not going to bombard you with a bunch of information. I'm going to add you to these pages and I'm just going to tag you in a couple of posts. Here's why they are so powerful. It's real people having real results. OK I'm going to add you into these pages. It takes a little while for admin to approve you. In the meantime, I'm also going to send you these two links to the pages. There's a men's page and a women's page. Do me a favor, when you get a chance, click on that link. It will take you to your facebook, sometimes to your facebook log-in. Log in and just click on that. That way, when admin does approve you, you will get added immediately to the page. And you can get into the page. You don't have to remember I'll send you the links.*

To me this is like: **Pique, Explain the view, Explain the testimonial groups. *Hey I'll message you.*** Add them to the testimonial page...and then set a time to check back in with them.

*When's the best time we can check back in with each other? I'd love your opinion ...I'd love your point of view on this. So when's the best time.*

*Hey, The video's going to last about 3 minutes, then just scrolling through the testimonials' we talked about there. is going to take an extra minute or so...So, when's a good time I can reach out and get your opinion about this. I'd love your perspective. I really value your thoughts. Does tomorrow afternoon work? OK? Perfect! Is 4 or 5 better for you? OK Awesome. (Always,send a reminder)*

Then, last thing to search. If you come to the testimonial page you can find specific testimonies for them. Once you tag them in a post, go to Facebook Messenger *I just tagged you in a couple of posts in the group about the gel that we talked about earlier. I'm excited to hear what you have to say about this incredible product*

*Feel free to scroll through the group and check out all of the testimonials. You can also search any specific benefits of the product that you saw in the video. I will follow up with you tomorrow at 6 like we talked about on the phone. (Send)*

*Hey what was your favorite part which one spoke to you? Tag them with specific posts...and other posts too... You'll see weight loss....(something specific coming from other sources – NOT you! It always work better!!). Someone who's had the experiences they are looking for!)*

*Hey, I don't care if you say yes or no. Obviously selfishly, I'd love to work with you. Selfishly I'd love to see you get benefits. Like the product is bringing people. What I do*

*care about is you taking a look at the information. Because IF it IS for you, you're going to have a ton of success here. You're going to bring a lot of value to people and you can go set the stage and help your family out.*

[www.HGHgelresults.com](http://www.HGHgelresults.com) if not on facebook

*Oh my goodness! I've got something I want you to take a look at....  
Do you know anything about HGH?...Human Growth Hormone?... (listen!)*

**If Yes...**listen to their experience...and what they know\_\_\_\_\_. Then:

*Oh my goodness!!! I've got my hands on the only true HGH Human Growth Hormone product in the world that's registered with the FDA and is available over the counter OTC w/out a prescription! It's a homeopathic, transdermal gel delivery! And it's doing extraordinary/ amazing/fabulous(Use your wording!) things in the body!*

**If No...**

*Oh my goodness!!! I've got to tell you about something...I've got my hands on the only true HGH Human Growth Hormone product in the world that's registered with the FDA and is available over the counter OTC w/out a prescription! It's a homeopathic, transdermal gel delivery! And it's doing extraordinary/ amazing/fabulous(Use your wording!) things in the body!*

(Things you can ask: You are opening up a dialogue)

*Do you know what HGH is? \_\_\_\_\_(Listen!)*

*Do you know what it does in the body? \_\_\_\_\_(Listen!) \_\_\_\_*

*Do you know anything about homeopathics? \_\_\_\_\_(Listen!)*

\*\*\*Be texting your support partners to see if any of them could be available in case the person you are talking with begins asking questions. Not that you don't know the answers. You might. It's just that the message goes into their subconscious that you are getting assistance. (And the inner message is that they too could get assistance, that this is easy, people are here to help and they are not alone.) This will ultimately empower them if at some point they might consider this as a business. They can do what you did!

**Using an "outside expert" is the juice of this business. We ALL do this!!**

When you get questions:

*Oh my goodness,... You know what?! I'm just learning about it! I love how (Carol/Nick/Marshall) answers questions...Hang on a sec! (call one of us!!!)*

OR:

*That's a good question! Let me learn with you! I love how (Carol/Nick/Marshall) answers questions...Hang on a sec!*

*Facebook Friend me & I'll add you to our Women's and Men's Testimonial Pages!*

OR

*I don't have much time*

*Hi, \_\_\_\_\_ I'm almost to my appointment, so I'll have to call you back a little later, but I was thinking of you and I'd love for you to take a look at something. \_\_\_\_\_ (then the above)*

*Hi \_\_\_\_\_ I'm going to have to buzz out of here in just few moments, but I was remembering what you were telling me about (see below) and I think I might have something that could make a difference.*

That “whatever they were telling you about” or “what might make a difference” might be that they were hurting, or dealing with achey joints or not moving well or not sleeping, or wanted to tone up or lose weight or belly fat or they were not having much energy or were just feeling tons of stress or feeling blue or tired and needing to nap all the time or dealing with some disorder, or feeling much more sensitive or wanting to recover from some past trauma or accident or health challenge\_\_\_\_\_.

OR It might be that they were in a money crunch OR were downsized or needing more to make ends meet or put their kids through college or needed more for a car/home/doctor/payments...they wanted more time to do the things they love to do that they keep having to put off till later, or go on a vacation or have some time to do what moves their soul...

OR *Hey, I found a way to create an additional income stream that might be a fit for you...I don't know...but, I'd love for you to take a look at it and tell me what you think*

OR you so admire how they are with people, or how much you value their health wisdom, or they are such dynamic entrepreneurs, or how well they make connections with people...or how much fun they are and you found something incredible that you might be able to do together Or,Or,Or! (What you value about them)

*Hi, \_\_\_\_\_ I don't have hardly any time right now, but I've got something I would love for you to take a look at. I'm going to text you over a little 3 minute video and I can call you back a little later. Do you know anything about HGH? Human Growth hormone?\_Oh my goodness! (here you can say a little bit about the HGH or about your experience or about why you thought of them)..take a look at this and let's talk. And pay attention to the last little bit. It will walk through a 6-month progression of what has been documented – what people have been experiencing. OK? When's good for me to call you back? (decide when to check back with them as soon as possible/ a specific time...and then you will honor that time and for sure call them back.)*

## **Inviting Notes from Call with #2 earner:**

Personal – warm up the connection: (from picture) *“Man, your kids are growing up fast!*  
Excited: *Hey, have you heard of the gel?*

*You know, I thought of you for this. This may or may not be for you*

*If I send you a 3-minute video, will you watch it?*

*Would you be open to taking a look at this? Worth a look! I'd love your feedback. I'd love your opinion*

*"Facebook friend" – I'll Add you to the testimonial pages men/women Once you've been added, I'll tag you in a couple of posts...and I'll check back with you*

(You want to do 5-8-12 exposures in the closest period of time.

Yes or No are BOTH fine. My Goal is to have them take a full look))

*You're going to be hearing about something amazing! This thing is going viral I want to do this together. If I send you a video will you watch it?*

If no:

*Who do you know who...???*

People are drawn to confidence, but connect with weakness.

For your testimony, don't lie. Don't stretch the truth. It was 8 1/2 to my 9th week and all of a sudden the lights which went on!

*Hey, I thought of you... You're going to be hearing about this from someone. I want you to hear about it from me first! I started a new business.*

*Because I have to...,*

*Because of Tatanka's knees*

*because..... Be real be honest. I've been on it 2 weeks I haven't experienced anything yet, but what other people are noticing is so amazing... here's...*

Be real

You can double your income by doubling your failure rate.

Ask really good questions:

*After you sent the video Why did you agree to speak with me? ...*

*Hey it's a pleasure talking with you! Why did you agree to speak with me?*

*Then you know their Why. ....Hey...I want to help you with that!!*

If they're not interested in the business...

*Who do you know that I should know?*

*Who do you know that wants to work from home?*

If they say no, I'm still excited. There are no coincidences.

*Who do you know that's divorced?*

*Who do you know that's entrepreneurial?*

*Who do you know that might want to use our product?*

For most people time is more important than money...

Dr. Dentist, Musician. Talk the same way. Keep it simple.

That will → success

*Hey I thought of you\_\_\_\_\_ You're going to be hearing about a product something that's really big... I've gotten in front of something really big and I want you to hear it from me first. It's going viral.*

If I, would you?...

*If I sent you a video would you watch it it's only 3 to 4 minutes long. Great when can*

*you watch it can you watch it now?*

The more you talk the less you make. KISS keep it simple stupid!

*Hey I thought of you \_\_\_\_\_ You're going to be hearing about something really big... and I want you to hear it from me first. It's going viral. There's a product out there. I haven't even used it yet, but when you're hearing what I'm hearing. ....*

I'm going to send you a video – it's a 3-minute video. I've been using it for \_\_\_\_\_ weeks. It's making a difference in (my energy, my workouts,...etc...Talk about your weaknesses\_\_\_\_ Here's what I'm hearing (you don't need a product experience – plant seeds now to cultivate...)

I came across this most amazing product. This is nuts what I'm hearing.. Can't wait till I get my hands on it!

### **Danelle's Rich's 8-4-2-1 TRAINING!**

8= Text or Private Message (FB) 8 people 5 days a week

4= 4 people will be interested in this opportunity

2= 2 people will open the link

1= 1 person will join our team.

#### **5 Steps for Success:**

1. Text: "Have you heard about the Gel?" Then WAIT until they respond back to you. Keep texting others until you get 8 for the day!

2. Once they respond to you with a "No, what is it?" you then ask them, "May I send you some information?" Then WAIT until they say, "Yes" Then send them the link: [www.getonthegel.com](http://www.getonthegel.com) and text them that you will be inviting them to the testimonial group. Add them to Testimonial Group. Then WAIT until they respond back or you may follow up to see if they opened the link or reviewed the testimonials at a later time.

3. Once they ask, "How do I get this gel?" or "Where do I get more information?" you may send your website to them; however, it would be best to get them on the phone as soon as you can! Find out what their needs are and what they are looking for. Connecting with them one on one is the key so that you may address their individual needs and interests.

4. 3-WAY CALL- If they want more information after they review the LINK, you may talk to them or get them on a 3-WAY CALL right away. If you cannot answer their questions when talking to them, get them on the phone with your sponsor or one of the leaders on your team that concentrates on what they are questioning on (a nurse or someone with a medical background for product questions or a person that knows the business opportunity).

5. SIGN THEM UP! If the person says, "I am ready to sign up", then sign them up! Send them the membership information, have them send you their info and get them in the system ASAP.

**Startling improvements start to appear in the first 2 weeks & continue to make steady progress over 6 months.**

**Research: Biomarkers of aging not only can be *arrested*, they can be *reversed* by replenishing our Master Hormone - Human Growth Hormone (HGH). Aging biomarkers impacted by HGH include: energy & stamina, muscle mass, body fat (especially abdominal), decreased exercise capacity, osteoporosis, immune function, libido & sexual function, insomnia, depression & anxiety, shrinkage & weakening of the heart, liver, lungs, spleen & kidneys, cognitive & memory & wrinkling & thinning of the skin.**

The FDA has monitored this HGH gel for 7 years following thousands w/ no adverse events, no contra-indications and no side effects. It's 100% safe. And it's had a 95% repurchase rate! Because it Works!!... and people don't want to be without it.

**Huge Differentiation within MLM...Outside of MLM  
Huge Exclusivity within MLM...Outside of MLM**

New U Life's SOMADERM!

**(Facebook *Friend* me & I'll add you-> Testimonial Pages!)**

Month 1 Improved stamina, Increased energy, Improved Sleep, Vivid Dreams.

Month 2 Improved muscle definition. Heightened Libido, healthier skin, Increased strength, Weight loss, improved vision

Month 3 Benefits from months1 & 2 are heightened, Enhanced focus, Hair growth, Enhanced muscle mass PMS symptoms reduced, Greater flexibility, Healthier nails, Improved Joint mobility, Increased Sexual desire, Alleviation in some menopausal symptoms

Month 4 Benefits from months1, 2, and 3 are not only heightened, but are more Consistent. Also some benefits may seem to vanish, your body may be utilizing the HGH hormone for tissue repair. Tests indicate that the benefits resume with continued use.

Month 5 Significant Weight loss, greater improvement in skin texture and appearance, Skin has greater elasticity, reduction of the appearance of wrinkles, Hair becomes even healthier and thicker.

Month 6 Benefits from previous months are heightened even more, cellulite greatly diminishes, Improved Immune system, Pain and general soreness diminishes, wounds heal quicker, greater metabolic output, grey hair begins to return to natural color, reduction in LDL cholesterol, blood pressure normalizes, heart rate improves.