

# SCRIPTS & PHRASES

Curiosity and Intrigue are the most valuable currency of prospecting. I prefer to talk about “TECHNOLOGY” rather than a product or naming ASEA!

**A Prospect is someone who gives you permission to present.** Remember to always be asking *Does that sound like something you might like to know more about?* (DTSLSYMLTKMA?)

In other words, get permission! If your prospect has not given you permission then you have a “suspect” ...not a prospect.

## GENERAL PIQUE INTEREST

*I market a very advanced health technology, that is 10 to 15 years ahead of its time. Any health challenge that you can think of.... we are seeing remarkable results! DTSLSYMLTKMA?*

## BUSINESS PIQUE INTEREST

*I market a very advanced health technology, that is 10 to 15 years ahead of its time. Any health challenge that you can think of.... we are seeing just remarkable results.*

*It's also heavily patented, so no other company in the world has it, and this is creating significant financial opportunity... DTSLSYMLTKMA?*

## PROSPECTING QUESTIONS / STATEMENTS

### You can make a statement and ask for interest or ask a question

*If I knew of a powerful new health and anti-aging technology would you want to know about it?*

*Hey Bob, I just discovered an amazing health technology that is 10-15 years ahead of its time. Any health challenge you can think of we are seeing amazing results. DTSLSYMLTKMA?*

*If there was a way to train harder and recover faster ... would you want to know about it?*

*If there was a technology to increase your endurance and recovery and it was good for you... would you want to know about it?*

*If there was a technology that was allowing people to look years younger in a matter of weeks, and it was good for your skin .... would you want to know about it?*

*If there was a technology that was getting to the root cause of aging and could slow it down...would you want to know about it?*

*I just started using a product that is having an amazing impact on my kid's skin challenges...and its healthy for their skin... as a parent would you like to know more about?*

*If there was a way to create an additional stream of residual income and it didn't mean changing your schedule, would you want to know about it?*

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## **PREVIEW (answer to “What is it?)**

*It's a cell signaling supplement. Imagine your house is on fire. You call the fire department. They have the fire truck, firefighter, fire hose...all the skill and resources necessary to put out the fire. However, because of a bad cell signal on your phone, they don't get the message...and your house goes up in flames.*

*Well your genes contain the blueprints for a healthy you. With Stress and Environmental toxins our genes are beginning to switch off and as a result we cannot achieve our full health and healing potential. This technology has been clinically proven to increase this vital signaling at the genetic level by up to 31% ...and the results can be life changing. DTSLSYMLTKMA?*

## **INDIRECT APPROACH (added to prospecting questions and statements)**

It may not be for you, but I would love for you to take a look and give me your opinion.

It may not be for you, but I believe that this is something that you deserve to know about.

It may not be for you, but I just want everyone I love and care about to know about this.

It may not be for you, but I would love for you to take a look before you say no.

It may not be for you, but you might know the kind of person I am looking for.

## **PROMOTING PREVIEW VIDEOS**

*I recently discovered a brand-new health technology that I am super excited about. I want all the people I love and care about to know this technology exists! Would you take 3 minutes and watch a quick video?*

*I recently discovered a brand-new health technology that I am super excited about. I really think this is something that you deserve to know about. Would you do me a favor and watch a quick 3-minute video?*

*I just started a new business\_venture that I am really excited about. Do you have time to check out a quick 4 minute video?*

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## **CONNECTOR / PERSON OF INFLUENCE**

*If you could create an additional stream of income without changing your schedule, and it simply meant opening some doors and making connections, would you want to know about it?*

## **NETWORK MARKETER**

*I understand you have been involved in Network Marketing before. I wanted to ask you... if something unique and truly exceptional came across your desk would you open to taking a look at it?*

**REMEMBER:** It's not what you say, but how you say it that is important. To put it another way, it is not the words that you say but the song that you sing! Your enthusiasm and energy in general will move people more than the words themselves. Don't get too caught up on saying everything perfectly. You cannot say the wrong thing to the right person and you cannot say the right thing to the wrong person. **Just say less to more!**

**Prospecting is a MILLION DOLLAR Skill. Practice it!**

***Some Will – Some Won't – So What – Someone's Waiting – NEXT!***