

Scripts – Keep it simple and remember to SMILE😊

To be recruiting and doing business, remember you will need some HMP's and products on hand to sell. Discuss with your sponsor regarding your inventory, refer to checklist.

These scripts are a guideline, learn them, use them, and practice with your mentor/sponsor. Stick to the scripts they work! Eventually you will learn them of by heart and develop your own style.

1/. Recruiting script (people calling you directly to your H/P off an advertisement or flier etc..)

Prospect will call you saying, I've got your flier, what's this about...etc...

Great, my name is..... What is your name?

(Or if you're calling them back from the internet submission)

Hi..... My name is....., you recently visited our website about the work from home opportunity.

Where did you get our number from?

OR

Where did you get our website address from?

What sort of work are you doing at the moment?

Are you looking to work part time or full time?

Great let me tell you about our company - We are an International company dealing with healthcare, wellness and personal care. Last year we did US\$8 Billion in 95 countries – We've been in business for 41 years now – what we're looking for, is a few key people to work with in customer service, support and recruitment, training and team building - earning up to \$1,000 – \$4,000 per month part time or a lot more full time.

Next step is to send them to either an online information session or live HOM (Herbalife Opportunity Meeting), OPTION 1: We have available this Tuesday at 8pm (Melbourne Time) or this Thursday of the month at 8pm (Melbourne Time). (Links are on the Healthy Living International facebook page). Only offer the one that is next closest , don't offer all of them, give them sense of urgency), ...OR OPTION 2: Send them to the recorded link below.

<https://youtu.be/lSrYHHxtmnk>

OR OPTION 3: Live HOM in your capital city.

CLOSING OVER THE PHONE:

Hi.....,(Prospects Name), how did you go with the webinar? **(Yes I had a look at it or haven't looked at it yet.)**

If they looked at it you say "Great! Did you see an opportunity for yourself with our company?" **(Yes/No.)**

Ok fantastic.....so as you saw from the webinar, this is a business we teach people how to do the business, so you're in business for yourself but not by yourself. So your next step is to get registered with our company, which licenses you to do business in 95 countries and more countries as we open them, so automatically you can have an international business. The cost for you to start is only \$85.50. But as you saw from the presentation that us as distributors need to use the products so that we can experience the difference and share with people from our heart about what happened to us on the products, because we are not looking for sales people, we are looking for people who share product results. So what do you need to do with your health? Do you need to lose weight, Gain weight or just need a bit more energy? Great.... So how tall are you and what do you weigh? (Check the chart to see what they need to do with their health)... ok so you need to lose, gain, maintain **x** amount of weight. So it's \$381.15 for the products.....so once again its \$85.50 for your license, \$384.50 for supply of our products so the total is \$470.00.....(keep talking don't pause)... Now the products come in 5 flavours chocolate, vanilla, berry, choc mint and cookies & cream....which flavour would you like? Great! How would you like to pay cash/cheque or credit card (Only if you have merchant facility)?.....great.....please give me your delivery address and as soon as you receive your business pack please get back in contact with me. Look forward to working with you!

How to respond to some objections you may encounter.

"Can I get back to you?" (For live HOM)

"Sorry I have 10 people to see and you are the 9th person". So do you want to reserve a seat or not?

"Is this MLM or Direct sales?"

"No door knocking or telemarketing is required" **or** "would you be interested in that? Great you're the person were looking for" **(whatever their answer is), Note: You want people to take a look not prejudice over the phone about our company.**

“Can I bring someone with me”? (For live HOM)

“Let me just check my booking list, (**look at some papers for a few seconds**), ok we can allow 1 more seat as we are nearly booked out”

REMEMBER: They have called you, don't spend time trying to convince them or tell them too much over the phone you'll lose them.

2/. Recruiting SMS Invitation to contacts in your H/P.

1st SMS “I just started in American Company looking for 5 more people to make extra \$1000-4000 part-time and much more full-time. Do you want more info? SMS me (your name)”.

2nd SMS You reply “I am just getting started & I don't have all info yet - this is why you need to make appointment with my supervisor Mr/Ms (your upline supervisors name) from (uplines country/town of origin). I will have him/her call you with more information.
(Do not modify these SMS –stick to what already works).

Develop Your Team

- 1. Send 1st SMS to minimum 100 people**
- 2. Send 2nd SMS to ALL replies. (If anyone calls you – you need to be a bit too busy to answer question tell them that they will be contacted with more info by your friend/partner)**
- 3. Send contact details of all interested/curious respondents to your supervisor to arrange follow up on.**

3/. Post SMS Invitation Script.

(To be used by your supervisor once you have replies from the team build sms's)
Hi _____ this is _____. Actually your name and contact details were referred to us by your friend _____. Are you free to talk for a few minutes? What sort of work are you doing at the moment? Are you looking for a part time or full time position?

Great let me tell you about our company - We are an International company dealing with healthcare, wellness and personal care. Last year we did US\$8 Billion in 95 countries – We've been open for business for 41 years now – what we're looking for, is a few key people to work with in customer service, support

and recruitment, training and team building - earning up to \$1,000 – \$4,000 per month part time or a lot more full time.

_____ (**Friends name**) passed us your info as he/she thought that you were a good match for the type of person we are looking for.

We think you may be suitable and I would like to arrange a first personal contact and orientation on (**offer time of next meeting**).

When you arrive at the (**Location**) – you will need to sms or call me on (**your number**).

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“Can I bring someone with me”?

“Let me just check my booking list, (**look at some papers for a few seconds**), ok we can allow 1 more seat as we are nearly booked out”

REMEMBER: They have enquired with your distributor, don’t spend time trying to convince them or tell them too much over the phone you’ll lose them.

4/. Retailing SMS Invitation to contacts in your H/P.

Develop Your Customer Base

Send SMS to minimum 100 people

1st SMS Looking for 5 more people to lose, gain or maintain weight. Lose up to 15kgs in the next 3 months. US company needs Australian testimonies. Do you want more info? SMS me. (your name)”.

2nd SMS You reply “I am just getting started & I don’t have all info yet - this is why you need to make appointment with my supervisor Mr/Ms (your upline)”

supervisors name) from (uplines country/town of origin). I will have him/her call you with more information.

5/. A Shake Party / Grand Opening invitation:
(You must call your contacts).

I've started this incredible new health program, called Herbalife. It's a product that is in 95 countries, for more than 41 years, more than 100 million customers and all the products have a 30 day money back guarantee...it's so amazing, I'm getting such great results that I want to share these products with you. ***(Then tell your testimony.....)*** We are doing a Grand Opening Party at ***(Location)***, where you can come along for free samples, soy protein analysis, height versus weight checks and a free inner body scan. You don't have to buy anything, just give me your opinion and you might know someone we can help! Great see you then and you can bring a friend.

Note: Don't try to sell or convince people to buy anything over the phone. We want to let your COI (circle of influence, warm market) know what you are doing before anyone else does. The shake party is fun, simple and magical! Of course your mentor/sponsor will do you first shake party/grand opening for you!!!! Remember the numbers to invite is a minimum of 100 people, maybe 50 will say "yes they will come" and maybe only 10 will actually show!!