OUTREACH CONVERSATION FLOW (BIZ OR PRODUCT)

Direct = Get to the point even if you are asking for a referral. This assumes that you have already created a list and working off of that.

Step #1 – Initial reach out – Are they OPEN? If they are open- GET THEM to a video presentation. If no, see Step 2A

Step # 2 – Get them to a tool – video, event – Great! I've got something that explains this better than me, If I get a (Link, spa kit, etc) , would you (watch it, join the pop up)? Yes – GREAT- Let's reconnect (set date/time) and see if it makes sense to look further.

TOOL = BIZ – YFP movie Product - Healthprint, spa sample kit, or other product tool EVENT

Step # 2A - "No" – Nasty no- thank them for their time, you're busy you've got to go and help someone else – *REMOVE FROM YOUR LIST FOREVER*

"No" – Apathetic No - thank them for their time, do they know of anyone else who has _____? If no, you're busy you've got to go and help someone else – but thank you for your time. (make a note to check back in 90 days)

"No – which is a not now" – - Clarify why not now – 2-3 questions to understand, then "No worries, you understand that now may not be a good time, can you stay in touch via the Facebook group, newsletter, etc.? (pick one). you're busy you've got to go and help someone else – but thank you for your time. <u>(All No's end at Step #2)- YOU STILL DID YOUR JOB!</u>

Step #3 – ask what they picked up on "What did you like about what you saw"? – 2 or 3 follow up questions to flesh out their response, develop rapport & connection

Step #4 – 3 way call w/upline. "I'm working with someone who can really help, can I bring her in on a chat/call/Zoom? My business partner/mentor is very knowledgeable, and I'd like to include her. 3 way chat with Karen/Upline (OK if this is Step #3, Karen will then direct to TOOL)

Step # 5 - Depending on outcome of Step #4 – purchase product, review Classrooms, sponsor as Qualified Distributor

Say less to more people. Our business is about TIMING. Planting seeds to harvest in the future is good (TIMING). Be addicted to your activity, not the outcome of each conversation. Your primary job is to expose/promote/educate about your business.

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