

QUICK TIPS -- Sensational Six Coaching Steps to

Getting People Started

ALWAYS STRESS DO IT NOW!
Health is long term; we want to keep customers!



independent distributor

For people who say they ONLY WANT TO USE PRODUCT

#1 Build belief through 3-way calls

Put them on the phone with other people to hear testimonies (it is not just weight loss) and know that they are not alone in this journey.

#2 Ask, "When will you start your 8-day Challenge?"

While waiting for product, make sure they print off resources : ✓ Meal Plans, ✓ Grocery Guide, ✓ Steps to Success, ✓ Measurement Sheet -- take measurements in ALL areas, and ✓ Take Pictures!

#3 Reinforce Value

Instill confidence in all they are getting FREE!

✓ Resources, ✓ Coaching, ✓ Online Facebook support groups (Add them NOW to the Facebook groups and show them where file tabs are in groups), ✓ Become Facebook friends with product manager Peter Griscom, ✓ Free App -- Have them get out phone and download app NOW!

#4 Have them post on Facebook NOW

"I'm waiting for my box of health and wellness products that are supposed to help me lose 5-15 pounds in just the first 8 days and make me feel like a million bucks with the energy a 20 year old. Can't wait to see what happens!!" Do not mention Xyngular. Always respond only in a private message with, "I would love to share; what's your phone # & when can we talk?" (then schedule 3-way)

#5 Ask, "What are you doing Wednesday night at 8?"

Listen to corporate product call with Peter Griscom so they can get valuable info and are plugged in

#6 Ask, "Who can join you?"

"Who do you know who would want to do this with you to test it out or would want to feel and look like you do in the next 60 - 90 days?" Plant seed.

For people who say they WOULD LIKE TO WORK THE BUSINESS - A QUICK START AND TEMPERATURE GAUGE

Pay attention to what people do and not just what they say. Great people may not be great business people. Take 5 - 10 minutes not an hour to quickly take their temperature. Your time is valuable!

#1 Build belief through 3-way calls

Connect them with 3-4 people to hear business stories. Give them phone numbers

#2 Ask two questions

"Are you willing to commit to a year without judging the results?" (There is a learning curve and skills to be learned.)

"How much do you want to make?" -- Do not accept, "As much as I can" They must come up with a number. Then help them break them down to realistic short and long term goals. Know what their WHY is so you can reinforce that as why they want to meet their goals.

#3 Post NOW (see column 1 -> #4)

#4 Make a list of 50 names NOW

Who do they know that may be interested? Have them put a "P" for Product interest, "B" for business interest. This is the first quick name list of those you think of initially -- eventually that list will turn into 100.

#5 Schedule launch call and meeting NOW

#6 Ask "What are you doing Tuesday night at 8?"

Instruct them to pick someone off their list of 50 to invite to the Tuesday night corporate call -- this will be a 3-way so is an opportunity to teach how to do a 3-way call as well! Practice how right now - call a friend or husband to practice making sure they know how.

Follow the guide: "You take a step, I'll take a step." Is the temperature hot? Proceed!

