

SAMPLE APPROACHES

Focused on Peak Performance

“Once I’ve gotten to know them, I’ll ask, ‘What supplements do you use that complement your nutrition?’ or ‘What supplements do you use to increase your strength in the gym?’ They might say, ‘Well, I don’t really take any’ or ‘I’m not seeing much results from the ones I’m taking.’ Then I can say, ‘Well, I’d love to show you what can help you see better results. I’d like to show you the science behind some really good nutritionals that can improve your fitness level in the gym,’ or ‘aid in your ability to lose weight.’ Then show them the *Melagram*, and that usually opens up the door to a full presentation.”

—NATIONAL DIRECTOR 9 **BROOKE PAULIN**

After taking the *Peak Performance Pack* 90-day challenge and getting the results back on your own blood work: “Deanne, I am so excited! I just had some lab work done, my numbers have really improved in the last 90 days, and I have more energy. I would really love to share my results with you and tell you a little bit about what I am doing to improve my health as well as share some of the science behind it. Could we meet for lunch this week?”

—SENIOR DIRECTOR 8 **JENNIFER BECKER**

Health-Focused Approaches

“I don’t know if you know, but I’ve partnered with a company that specializes in helping people get the chemical irritants out of their homes. I think our company could really help your whole family. Would you be open to sitting down with me and having me share the benefits of our products? What might be a good time to connect for about an hour? I can come to your house or you can come on over to mine.”

—CORPORATE DIRECTOR 4 **MICHELLE SMITH**

“I have partnered with the largest online wellness shopping club in North America and we manufacture an entire line of products addressing today’s health concerns such as metabolic health, heart health, weight loss, and more. We’ll have to get together so I can share more.”

—EXECUTIVE DIRECTOR 6 **STACY BODNAR**

General Approaches



“Hey, John, I’m excited about a new business that my wife and I recently started. We love it because we get to work from home. We’re looking for some people to partner with, and I’d love to show you what we’re doing to see if it might make sense for you.”

—CORPORATE DIRECTOR 3 **MARK ATHA**

“Have you heard of Melaleuca.com? No? It’s a fabulous online shopping club that offers exclusive wellness products shipped to your door at huge savings. I’ve been a customer for years and wouldn’t live without it! Only customers can refer customers, so why don’t we grab a coffee and I’ll show it to you.”

—EXECUTIVE DIRECTOR 4 **SANDI SULLIVAN**