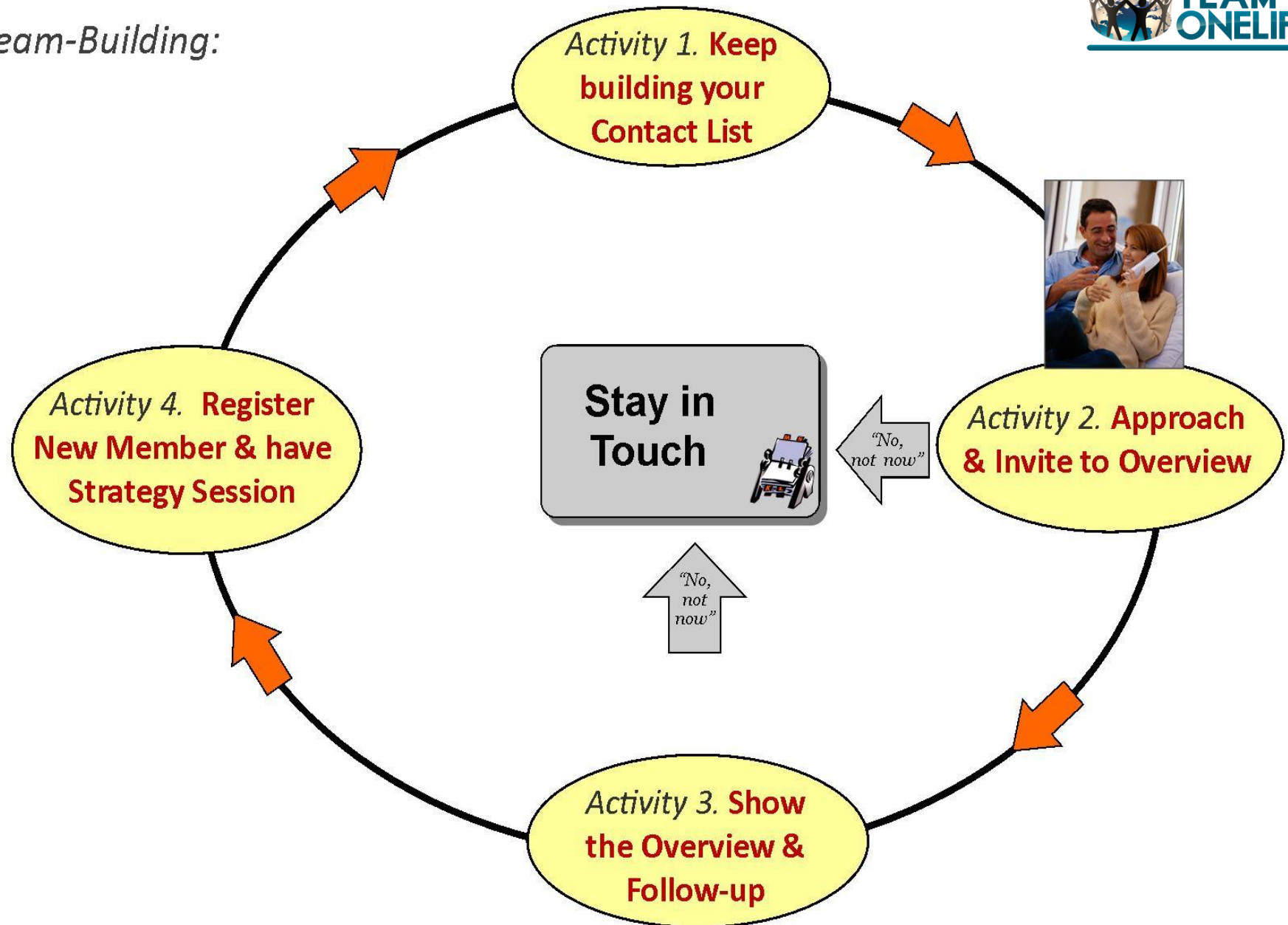


The 2 Key Skills to Success...

- **Mastering the Invite**
- **Mastering the Follow-Up**

***“Learn to invite and follow-up
and you WILL be successful!”***

Team-Building:



Objective of *the Invite*?

only Objective of *the Invite?*

...to get your contact to
WATCH an OVERVIEW
(live or pre-recorded)

www.The-Overview.info

...you're simply 'inviting someone to the party'!

Who is your Target Market?

Who is your Target Market?

Most people want one (or all) of following...

- **More Time**
 - **More Money**
 - **Better Health & Fitness**

...target market is pretty much

EVERYONE!

Learn how to make initial Approaches to your...

- **Warm Market** (*those you know*)
 - Approach => Invite
- **Hidden Market** (*those you don't know YET!*)
 - Build Relationship => Approach => Invite

Mastering the Approach & Invite:



Learn how to make initial Approaches to your...

- **Warm Market** (*those you know*)
 - Approach => Invite
- **Hidden Market** (*those you don't know YET!*)
 - Build Relationship => Approach => Invite

Simplest way to build relationships is to **Ask Questions**.
Ask about them. Be sincere & **genuinely** interested in them

“What do you love most about what you do?”

“Is there anything about what you do that you don't like?”

Mastering the Approach & Invite:



Use a Pre-Call Text (or WhatsApp):

Hi [Contact's Name], it's [Your Name] here. I have something I'm excited to share with you, and I could really do with your help. Only need a couple of minutes of your time to explain - I'll give you a call later ... Best wishes, [your first name]

Mastering the Approach & Invite:



Use a Pre-Call Facebook Message:

Hey [Contact's Name], - how are you? You popped up on FB so was thinking of you ...hope life is treating you well. Be great to catchup and hear how things are going for you? - [your first name]

Mastering the Approach & Invite:



Get Ready - Get Enthusiastic!

- Set up a quiet zone
- Get comfortable
- Relax (*you're simply 'inviting someone to the party'*)
- Stand up
- Watch the clock ...5 mins max!

Mastering the Approach & Invite:



Call - the Intro:

“Hi [Prospect’s First Name]... [Your Name] here. Did you get my text I sent you on [state when sent]?”

“Love to have a catch up but the reason I’m calling you now is I’m excited to share something with you...”

Mastering the Approach & Invite:



Call - the Time Qualifier:

“Do you have just a couple of minutes now?”

Great - I literally have only a few minutes myself as I have to...”

[give a strong reason you are tight on time]

Mastering the Approach & Invite:



Call - Give your Personal Endorsement:

“The reason I wanted a quick chat is I'm excited to share a company and products I've recently come across that's growing like crazy, and I'd love you to take a look at it because...

[share one favourite thing YOU love about company, business and/or the products].

Mastering the Approach & Invite:



Call - Offer a Disclaimer & Ask for Help:

“It may be something that interests you as well, or it may not - you can decide - but I could really do with your help to let me know what you think?...”

Mastering the Approach & Invite:



Call - the **PRODUCT** Approach 1:

“Right now, would you agree that there are loads of people that want or need to lose weight, get fit, be healthier, get more energy...

...would you agree with that?

Do you know anyone like that?

Have you heard of Melaleuca?...”

Mastering the Approach & Invite:



Call - the **PRODUCT** Approach 2:

“Does it matter to you, or perhaps anyone you know, what ‘everyday essential’ products you and your family use?

For example do you care about what toxins, bad chemicals, and potentially harmful ingredients are in your shampoo, skin care, shower gel, toothpaste, or does that not matter to you?”

Have you heard of Melaleuca?...”

Mastering the Approach & Invite:



Call - the INCOME Approach 1:

“Right now, there’s loads of people that want to earn some extra money part-time but they don’t want to take a second job...

...or they simply want more free time to do the things they really want to do, would you agree with that?

Do you know anyone like that?

Can I share something with you?”

Mastering the Approach & Invite:



Call - the INCOME Approach 2:

“Let me ask you a simple question...”

...do you keep your options open at all, in terms of making any money outside of what your currently doing in XXXX profession?

Can I share something with you?”

Mastering the Approach & Invite:



Call - the INCOME Approach 3:

“If there was a way you could increase both your income and your free-time, whilst having some fun, working part-time from home around your current commitments...

...would you be curious enough to watch a short 35-minute online Presentation, all from the comfort of your home?”

Mastering the Approach & Invite:



Call - the INCOME Approach 4:

“You mentioned about wanting to change...

[quote them back something they may have told you eg new car, bigger house, children’s school, job, etc)

- can I ask, were you serious or just kidding around?...

...Think I might have found a way to help you get that. Can I share something with you?”

Mastering the Approach & Invite:



More Approaches...

www.TeamOne.life

=> Tools

=> Business-Building

=> Sample Approaches

Mastering the Approach & Invite:



Call - Intro Melaleuca:

[Briefly in 30-seconds, introduce Melaleuca - write out a short script if it helps but don't sound like you're reading it]

"Have you heard of Melaleuca?

They are a billion dollar, U.S. based manufacturer with an online shopping club. We joined to save money & get better products delivered!

(Pause and hear what they say)

Its like shopping at a high end store to get premium products but only paying supermarket prices. And you will save time because everything is delivered like Amazon. Can I share more details with you?"

Mastering the Approach & Invite:



Call - Set the OVERVIEW appointment & Confirm Follow-up:

- Choose your preferred method to show the Overview
eg www.The-Overview.info
- Set the scene that they'll need a quiet undisturbed half 'n hour or so to watch it in full
- Ask when they can watch Overview? (*make a note*)
- Share the Overview link - Get their commitment to watch
- Schedule & confirm when you will follow-up (*same day as when they watch Overview*)