

1-Step: INTERVIEW: Warm Market Signup Call

Before hand, tell your coach one or two admirable qualities that the new prospect possesses. The coach will use this information to build report with the prospect.

(FOR NEW REP having coach do interview – introduce coach to prospect): “Hi ____, this is ____ and I wanted to introduce you to my partner, _____.

(Coach says) “It’s nice to meet you, _____. (Rep) said some wonderful things about you, so I offered to help introduce you to this wonderful opportunity. (At this point relate the compliments to the new prospect) Before we do that, tell me a little bit about your background?” (Gets them talking about themselves) For person doing their own interview: “Hi ____, this is _____. Is now a good time to talk for a few minutes?”

“Did you watch and listen to the presentation on the www.yourtimeisnow.net website?” (*IF NOT have them review it and get back with you ASAP!*) “Great! What interested you the most.... Was it the products or making money and having free time?” (If the answer is Money and free time say): “That’s exactly what I was hoping you’d say. You are so fortunate that you’re hearing about this at this time. People are beginning to be more aware of nutritional issues than any other time. That fact holds great potential for us. Particularly, with this company, that has be the leader of innovation for so many years. We are looking to partner with people - just like you... who see the big picture and recognize the income potential.

“____, We want you to know that we will give you as much information as you need on this call to see if this is right for you, OK? This call is to provide answers to your questions, go over your goals and explain how it all works, -- Does that sound fair enough?” (YES) “Great!”

(In the next section - Ask what’s appropriate based on what you already know)

To get started, I’d like to ask you a few questions so we know how to best assist you.

- A. First, what part of the U.S. are you in? I’m in (your city)
- B. Are you currently working? (If yes) Can you tell me a little more about your job/business... How long have you been doing that?”
“IF” you had a couple of things you didn’t like about your job/business, what would they be? (SKIP to D)
- C (If Not Working, Retired or Stay at home parent) How long have you been (not working - retired - staying at home with your children). What were you doing before? What's different now that has you open and looking? How is your day currently being spent – what kind of activities or organizations are you currently involved in?” (SKIP to E)
- D. Are you wanting to supplement your income... or would you like to replace your current income and go beyond that?”
- E. At this point in time, what kind of monthly income would you need to make from this business to have it really catch your attention and make a difference for you in the short term? “And going forward over the next few years... where would you like to be?”
- F. To accomplish these financial goals with our help - how many hours per week would you be willing

to commit to work the business?"

G. _____, Tell me what life looks like once we've created \$\$\$_____ residually for you and your family?" (OR) "Besides money, what is a goal, or something you've always wanted to do, or have?" Ideas to help them along – "What's your favorite thing to do with your family & loved ones... and do you get to do it as often as you'd like to?" "Where would you like to go on your next vacation" "What's your favorite car in the world, what would your dream house look like, and where would it be, who is it that you would really love to help?"

(HELPFUL PHRASES to get them to open up) "Tell me a little bit more about that! Ultimately, what would that do for you?"

"Now at this point, if you're like most people, you want to know how you're going to make money, and exactly how we're going to help you. Right?" (Yes)

At this point, use the Business Brochure on the www.goldenliferesults.com website which can be reviewed on the computer or with the brochure. This brochure introduces benefits of a networking business with tremendous potential of a duplicating business. Afterward the PowerPoint presentation "Your GNLD Business" can be introduced and the client will get a better idea of how they would actually build their business.

This is a good spot for a testimonial. Either use your own or another distributor's story that you think the prospect might identify with. If its business it should involve the income potential.

Ask for feedback before going on but do it in a way that will elicit a positive response. Something like "I love this business system. It's the fairest most attainable way of having your own business that I know. It's also durable. It doesn't go away as long as the company is reputable and GNLD has been in business over 50 years. What do you like about what we have shared?" (Any responses by the prospect should be praised and reinforced throughout the interview.)

Then ask if there are any concerns or questions. Never disagree with the prospects objections but try to reinforce their worth by responding with something like "I can see why that would be a concern to you." Or ask questions first to find out the core of the objection before answering" Instead of arguing facts it is more palatable to relate yours or another's experiences. Only after you have identified with the prospect is it appropriate to go to facts and features. Never allow yourself to become frustrated with the line of questioning. It devalues the prospect and becomes a contest. We want to identify with the prospects objections and meet them with our positive experiences on the issue.

Once objections have been handled it is time for the close. Ask it in a positive way that will make it easy for the prospect to say yes. Something like "This would be a great time to get started. Can we show you your options? We can use the booklet presentation found in the distributor only section of the www.gnld.com website. That will illustrate the options at start up and gives a goal towards fast track to director.

With the prospect's special health needs in mind, it is best to get them on a repeating 100pv order. Go to the www.goldenliferesults.com and under "Steps to Success" we will have suggested 100pv orders and some options for 500pv and 1000pv orders. These feature Tre', Pro Vitality, Carotenoid Complex

and Uni-packs. This is important to get them on a repeating order of at least 100pv because it gives free shipping and meets the monthly minimum to getting bonuses from your business. The second order of business it to let the prospect decide what level they want to start at. 100pv, 500pv or 1000p. The benefits to these levels has already been explained by the booklet presentation.

If this has been an online presentation www.gnld.com will allow you to sign them up or there is a paper application that can be used if presentation is in person.

The website www.goldenliferesults.com can be introduced and direct them to “Steps to Success” and the “first steps” and “week by week”. This will give you both a plan of action and a way to hit the ground running. Be sure to schedule regular email communication and an appointment for the kit opening at this time.