

## Four Steps To Success

1. Create Interest by listening
2. Ask the Basic Qualifying Question
3. Set appointment to hand packet out
4. Follow-up to meet in person or on phone for presentation

### *Example script for in-person contact business*

Someone is complaining about the cost of living.

Probe with questions such as, “*How is that affecting you and your family?*”

*LISTEN*

#### **1. Create Interest by “hearing” and responding**

Then respond:

**2. Basic Qualifying Question** - “*This may or may not be something you would be interested in but, if I could show you a way to create additional income from home without it affecting what you are currently doing would that be something you would be interested in learning more about?*”

(If they say – “*maybe, what’s this about?*” -- you can give them your **45-Second Presentation** card and have them read it. Then after they read it if they are still interested, respond by saying, “*I have a packet of information that explains how this works and it should answer any questions you have. If after looking it over you have any further questions we can handle those when I pick it up, how’s that sound?*”)

If they say “**yes**” –

**3. Set Appointment** - Get your calendar out and pick a time to drop off the packet

of info - **45 second book, GNLD Pro-vitality CD.**

When you drop off the info tell them (or write a note) to **read just the first 26** pages and to listen to the CD. Ask them if they would be able to do that in the next 48 hours. Set a time to call them to see if they have had a chance to review the material.

When you call them (if they have read the material) ask them this question, “*What one or two things did you find interesting?*”

*LISTEN*

After they have told you what they found interesting ask them this question, “*Are you ready to take the next step to find out how you can get started earning money from home?*”

**Interview** - set up time for you and your sponsor to do a phone interview (takes about 10 minutes). If after the interview they are “*qualified,*” take to step #4.

**4. Presentation** - If “**yes**” – set up a time (with sponsor if you are new) to show them the full presentation about the business.

If they say “*I’m not really interested in the business but I would like to try the product*” - move them to **place an order for Pro Vitality.**