

Script for Calling a Referral

Hello (referral's name), my name is _____. _____ gave me your name because she felt you might be interested in nutrition.

I'm sorry to bother you like this, am I catching you at a bad time? I'll only take a few minutes of your time.

The reason I'm calling is I work in the field of nutrition and I have been helping _____ with some health challenges and she has had some very good results.

May I ask you a question? ***If I could show you a way to restore and/or maintain good health through natural means would that be something you might be interested in hearing more about?***

If they say "No" - say this – 'No problem, but I am curious may I ask why?'

If the question is asked, "What is it?" Use this 3- second commercial:

It normally takes an hour to show you the whole thing, but in a **nutshell**...

I am an independent rep with a company called Golden Neo-Life. This is a Health and Wellness company that was founded in 1958 that is at the leading edge of the emerging Trillion \$ Wellness Industry. In fact one of their products has been independently researched by the USDA and shown to prevent or reverse many common health conditions such as heart disease, cancer and accelerated aging. But what really makes us different is that we're the only ones that have been able to formulate products like this to improve the health of everyone no matter what their health condition.

May I make a suggestion?

Let's set up a time that I can drop off a DVD to watch or CD to listen to that explains a program that may be of help to you. After watching or listening to it if you like what you saw or heard we can talk about the next step. If it's not for you no problem, I'll have no hard feelings what so ever, OK?

If they say "yes"- say this -

"May I ask you some questions so that I have a better picture of what you might be interested in?"

"Yes"

"Would you mind telling me if you currently have any health concerns that you are dealing with?"

"What is it that you have tried to solve it?"

"What impact is that having on you? Your family? Your job?"

"How important is it to you to find a solution?"

"May I make a suggestion?"

Let's set up a time that I can (use one of these: drop off a DVD to watch; CD to listen or make an appointment) - that explains a program that may be of help to you. After watching or listening to it if you like what you saw or heard we can talk about the next step. If it's not for you no problem, I'll have no hard feelings what so ever, OK?"