

Limitless Fly-in April 2022

Workbook

What's your Dream



What do you do?

Prospecting and inviting are THE most critical skills you need as a network marketer. For simplicity's sake, prospecting is talking to people and sharing your business and products, then inviting them to learn more.

A major part of prospecting successfully is gathering personal information, specifically F-O-R-M.

Family
Occupation
Recreation
Money/Motivation

Gathering this information casually during conversations is vital to tailoring your approach to each of your prospects. By tailoring your approach, you come across less like a salesperson, and far more like someone they can trust to partner with.

During the conversation, ask questions, give genuine compliments, listen attentively, and show your interest in the person! We find gathering the following information happens rather organically when you are truly tuned into a conversation. Keep chatting until you feel you KNOW their WHY.

What motivates them? What do they love? What is their lifestyle like?

Once you have this info, the tables will likely turn in the conversation, and you will have an opportunity to share this same information with your prospect.

The question, "What do you do for a living?", is a perfect opportunity for you to use the information you gathered during the conversation to answer their question in a way that sparks their interest.

Try this format when answering and customize it to your prospect's situation.

"I help _____ to _____ so they can feel _____."

I help moms to make an income from home, so they don't feel guilty about being away from their families.

I help teachers to create a part time income, so they have money coming in year-round.

I help retirees to supplement their income so they can travel the world.

The opportunities are truly Limitless. Simply take what you have learned about your prospect and offer to assist them!

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Examples...

Lizz Perkins	I help business owners to make an additional income so they can feel less pressure to have all of their income coming from one source.
Terry Staton	i help successful people, to have the energy to enjoy the fruits of their success.!!!
Ray Chalich	I help people like me that have bad habits to turn them in to good ones. So they can feel younger and healthier again.
Barbara Kindness	I help young people over 21 who are still living at home, or maybe have moved back home, supplement the family income --or at least pay for their own "stuff" --so they can give their parents a tangible 'thank you' for all the prior years of sacrifice.
Judy Leach	I help people of all ages to customize their products so they can feel their personal best!
Russell Blunt	I help seniors on social security to make more money so that they can feel more secure in their retirement,
Terry Kempfert	I help women over 40 turn back the clock so they can feel young and vibrant again!
Pam Hanks	I help Single Moms make extra money so they can feel financial independence with or without child support!
Becky Bullard	"I help athletes to reach their goals so they can feel <u>100</u> % at the top of their game!"
Renee Parrish	I help individuals to understand nutraceuticals so they can feel that losing weight is easy.

What's your Dream



SIP – Share, Invite, Present

Share

Connections:

- Personal
- Others'

- Feel, Felt, Found
- Personal Story
- I help (Blank) to (Blank) so they can feel (Blank)

Invite

Tools:

- Thrive Explainer
- Pak Explainers
- Steve's BizOp Call
- That One Thing/
Demonstrator

- When could you watch a few 90-second videos?
- I would like to show you what I do that may be a solution. When can you give me 30 minutes?

Present

Know Your Next Step!

- Let's get you started with the pak you chose.
Referrals.
- Let's get your first 5 sessions lined up, even before your pak arrives.

ALWAYS BE READY for a SIP OPPORTUNITY!

What's your Dream



PROSPECTING GUIDE

NAME

PHONE

EMAIL

ADDRESS

CITY

STATE

PERSONAL INFO- NOTES ON THEIR (F)AMILY, (O)CCUPATION, (R)ECREATION, (M)ONEY/MOTIVATION

F _____

O _____

R _____

M _____

Keep asking questions until you KNOW their WHY. After FORMing, if you are asked, "What do you do?"
"I HELP _____ to _____ so they can feel _____"

(I help busy Executives to create more time and money so they can finally enjoy more experiences with their family!) Customize this statement for your prospect's situation.

SIP to Success- WHEN A PROSPECT IS READY, ASK FOR 20 MINUTES OF THEIR TIME WHERE THEY CAN VIEW THEIR SCREEN. THEN FOLLOW THE "SHARE, INVITE, PRESENT THAT ONE THING" GUIDELINES.

FOLLOW UP – SIP, CONTACT MADE, 3-WAY CALL, CONFERENCE CALL, MEETING, MESSAGE LEFT, APPT, AUTO-SHIP PLACED, ENROLLMENT DATE, RANK ADVANCEMENT, PLACE IN 1-31 TICKLER BINDER

REFERRALS – BE SURE TO ASK, "WHO DO YOU KNOW THAT I CAN HELP MAKE EXTRA INCOME, OR MEET A LIFESTYLE GOAL?"

RESPONSIBLE SPONSOR – ONCE YOU ENROLL A NEW CUSTOMER OR DISTRIBUTOR, YOUR WORK JUST BEGINS. HELP THEM TAKE PRODUCTS PROPERLY AND COMMIT TO 90 DAYS. HELP YOUR NEW DISTRIBUTOR JUMPSTART THEIR BUSINESS AND EARN ALL THE XPRESS AND RAMPUP BONUSES.

Let's Get Technical

Links I need on my phone:

- ☐ Thrive Educational Video
- ☐ All four Pak Explainer Videos
- ☐ Steve's BizOp Call
- ☐ That One Thing Video
- ☐ All six RampUP Videos

Zoom Check:

- ☐ I can join a zoom on my phone/ipad
- ☐ I can join a zoom from my computer
- ☐ I have decided to get a free Zoom account.

That One Thing/Demonstrator Checklist:

- ☐ I have secured a 30-minute appointment with my prospect
- ☐ I have secured a 30-minute appointment with my upline
- ☐ Prior to the appointment, I will prepare and practice my introductions using Fact, Fire, Heart.
- ☐ Prior to the appointment, I will ask my upline for the Zoom link.
- ☐ At the appointed time, I will call my prospect and ensure this is still a good time. Then I will send them the link to "That One Thing" and ask them to watch it and inform them that I will send them another link shortly for our Zoom session.
- ☐ Once they are watching, I will text my upline so we can join the Zoom and await my prospect.
- ☐ Once my prospect joins Zoom, I will make the introductions.
- ☐ Only when asked, I will share my story about product and/or Referral Marketing.
- ☐ I will make sure I know my next step at the end of the session and comply.

That One Thing/Demonstrator Etiquette:

- ☐ When making the appointment, perhaps get a few times available from your prospect. Tell them you are lining up something special so they will know this is important. Then call your upline with the appointment choices and then confirm with your prospect.
- ☐ Be on time for your appointment. Respect your prospect's time.
- ☐ Give your upline some background on your prospect prior to the appointment
- ☐ Try not to just read the intros... make them flow.
- ☐ While on the Zoom, be attentive. Don't distract your prospect by looking at your phone or talking to someone in the room. Don't fuss with your phone or computer. If your screen is jiggling, you will be a distraction.
- ☐ Don't talk during the presentation. When your upline calls on you to tell your story, be passionate, but brief.
- ☐ Be sure to plan the next step outlined with your upline and your prospect. Following up with them ensures they know how much you care.

What's your Dream





75 SECOND PRODUCT TESTIMONIAL GUIDE

Sharing your story is the most powerful way to attract customers and distributors to your Limitless business, especially if you follow a few simple guidelines to increase impact.

Pick a Find Your Limitless Pak and get started on your story! You can start with as little as your first serving on at least one product in each pak. Then build the rest of your story over time. Of course, your Thrive Story will develop over time, and continue to develop... for LIFE!

INTRODUCTION: (10 - 15 SECONDS)

Prepare your introduction as if you are talking to a stranger. Once you have your intro down succinctly, then it will be easy to extract only the necessary items for a person you know. You wouldn't introduce yourself and your story to your Mom the same way you would a stranger.

My name is: _____ I am from: _____

(What do you do?) _____ (What do you love?) _____

YOUR BASELINE: (15 - 20 SECONDS)

Briefly explain your circumstances wherein you were experiencing discomfort, lacking energy, confidence, strength, etc. Share how you were introduced to Limitless products, even name your pak, and how simple they were to incorporate into your lifestyle.

My circumstances before: _____

How I was introduced: _____

How simple to implement: (Which FYL Pak?) _____

BENCHMARKS: (20 - 25 SECONDS)

Taking Limitless products offers continual progress with benchmarks along the way. Share them! Use the established claims for the product to talk about your measurable improvements.

My Benchmarks: _____

Established Claims: _____

Your Measurable Results: _____

CLOSE & CALL: (15 - 20 SECONDS)

Offer your genuine passion for Limitless products and your commitment to be a "lifer." Make mention that while you know these products are scientifically validated (which is huge) what really made the impact was your personal experience.

Genuine Passionate Closing Statement: _____

Call to Action: (I found my Limitless, let's help you find yours) _____

Fact, Fire, Heart...

Learning how to introduce your prospect to your upline and vice versa is important. Use the Fact, Fire, Heart principle: Share a great fact about the person, share their why that fires them up, and share something from your heart about them.

Write your own Fact, Fire, Heart that you can share with others:

Make a list of upline and fellow Limitless associates whose introductions you will collect and save in your phone. Practice those so they flow when using them.

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Reflection...

What was the one thing you intended to accomplish at this fly-in?

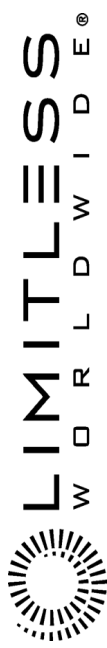
What did you learn at this fly-in that will help you achieve your goals?

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THAT ONE THING "SIP" Tracker

Share - Invite - Present 20-minute sessions



#	Date of Preso	Prospect Name	Who you used as 3rd-Party		What they liked most about the video	1-5		6-10		Next Step	# of Referrals
			Presenter			Customer Purchase	Distributor Purchase				
1											
2											
3											
4											
5											
6											
7											
8											
9											
10											
11											
12											
13											
14											
15											
16											
17											
18											
19											
20											

- When ready to present, tell your prospect you need to show them. Make an appointment for 20 minutes where they can watch their screen.
- At the appointed time, call them to confirm, then text them the link to "That One Thing" and let them know a screenshare link is coming.
- At the 6-minute mark, text them a link to your screenshare session from your upline. Then make introductions.
- Be prepared to share your short testimonial when called on by your upline.