

Introduction: This word tracking document will help you talk with people about the Limitless products and opportunity. Read, practice, and master the principles and phrases taught below, and you will increase your confidence to share with others. 80% of your time building your business should be spent talking to people. Learn what to say, be confident, and HAVE FUN!

Start with a question:

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| <p>1 "Someone asked me a great question I would like to ask you. If you could go back and change one thing about yourself, what would it be? If you had a woulda-shoulda-coulda, what would you change?"</p> | <p>Pause briefly to see if they answer, if they are not responding, then offer your own story: For me, I thought I was too busy to take care of my health. I gained some weight and lost my energy. I knew I needed to make a change. Is there something you would do differently?</p> | <p>Now listen. Really listen to their answer, because you will gain insight to the reasons why they would want to be a part of Limitless either as a customer or a distributor. Once you have their answer, take the next step.</p> |
| <p>2 "What's stopping you from going after that now? Is it health, confidence, or money?"</p> | <p>It is so important that you ask the question, this way! Most people DO have a woulda-shoulda-coulda, and <u>most</u> people have given up on what we call, "Finding their Limitless" because of health, confidence, or lack of money. Our goal is to help them see that the possibility still exists to accomplish the one thing they would change about themselves WITH the help of a "Find your Limitless" system.</p> | <p>Again, take note of their answer to "health, confidence, or money." They may choose one or more. Either way, you want to ask them the next question.</p> |
| <p>3 "If I could show you a way you could change that, or get that now, would you be willing to look at some information? It will only take a few minutes of your time."</p> | <p>Once they say, "yes" then set up a time. Don't presume "now" is a good time.</p> | |
| <p>4 "Is now a good time? Or is later today better?"</p> | <p>Always give two options. "Is now a good time, or would tomorrow morning be better?" The importance of two options is they will choose one.</p> | <p>At the designated time (now or later), you will share one, or perhaps even two of the "Find your Limitless" explainer videos according to your conversation. Your upline will train you how to find the links and make them readily available on your phone to text or email. Also at this time, contact your upline to schedule a 3-way for your video-share session.</p> |
| <p>5 "I'm sending you a link to a quick video, (or two short videos) that are less than 2 minutes long. Would you rather get it/them via text or email? (send) OK. My business partner and I will call you back in a few minutes. I'm still new, and my partner has had some great experiences and can help me answer any questions."</p> | <p>While they are watching, contact your upline and make sure they can help you with a 3-way call in a few minutes.</p> | <p>Get your upline on the phone first, then 3-way your prospect into the call.</p> |
| <p>6 "Hey _____, I have my business partner, _____ on the line with me. As I mentioned, I am still new to these incredible systems and he/she will help me answer your questions." Make a short introduction of your prospect to your business partner, and then edify your business partner to your prospect.</p> | <p>Make a short introduction of your prospect to your business partner, and then edify your business partner to your prospect. Your upline will coach you on how to do this and why.</p> | <p>Your upline/business partner will answer questions, handle objections, and help you close a new customer or a new distributor! Sometimes a prospect won't quite be ready. Your upline will most likely drill down to find out why, but you should also practice a simple closing question that will help you, help them make a decision. Here is the question:</p> |
| <p>7 "Sara, you have heard/seen some great information. Is there any reason you wouldn't get started today?"</p> | <p>This is a carefully worded sentence. Most closing questions put people into a "no" mode. No matter what the question is, if they feel like someone is asking them to buy, they want to say, "no" even if they ARE ready to buy. But this question is different. If they say "no" to this question, they are actually saying "yes" they ARE ready to buy. Not that we want to "trick" someone in to buying. But we do want to help them break the automatic "no" and really think, "hmmm. IS there a reason I wouldn't get started right now?"</p> | <p>Also, if there is a reason they are not ready to get started right now, you will find out why. Don't worry, your upline can help you get through objections from your prospect while you are learning.</p> |

This is suggested verbiage to help you find customers and distributors in your Limitless business. You certainly can make these phrases your own except where we indicate that you should learn the statements as written for specific purposes. The more you follow this word tracking, the better you will become, and your confidence will have a powerful impact on the people you are talking to. Get with your upline leaders if you have any questions and to let them know you would like to use them for 3-way calls. You are Limitless!