

# PROSPECTING GUIDE

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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.

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**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

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

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**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.

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