

SCRIPTS & PHRASES

Curiosity and Intrigue are the most valuable currencies of prospecting. I prefer to talk about a “TECHNOLOGY” or “BREAKTHROUGH” rather than mentioning “ASEA” or “REDOX” in the initial conversation.

A Prospect is someone who gives you permission to present. Remember to always be asking *Does that sound like something you might like to know more about? (DTSLSYMLTKMA?)*

In other words, get permission! If your prospect has **not** given you permission, then you have a “suspect” ...not a prospect. “Suspects” will be much more difficult to follow up with!

GENERAL PIQUE INTEREST BULLET POINTS

Here are some of my favorite pique interest phrases. Rather than writing them in script form, I will leave them in bullet points so you can mix and match!

- *I work with an advanced cellular health technology that works at the molecular level.*
- *A technology that is 10 to 15 years ahead of its time.*
- *For 2 decades science said it was impossible.*
- *It's having an astonishing impact on people's health, athletic performance and even helping people look years younger!*
- *For many people it is the missing link to better health and Vitality*

Does that sound like something you might like to know more about?

BUSINESS PIQUE INTEREST BULLET POINTS

Here are some of my favorite bullet points that signal opportunity.

- *It's a high impact product that gets results*
- *It's heavily patented. No competition, no copycats. Not even a variation of this technology exists in any other company.*
- *Backed by 3rd party independent science.*
- *Everybody needs it and yet virtually no one knows about it.*
- *Opening up tremendous financial opportunity for the right person.*

Does that sound like something you might like to know more about?

SCRIPTS & PHRASES

DIRECT BUSINESS APPROACH

I am working with a company that is launching a cellular health technology that works at the molecular level (mention geographic areas if you want to be more specific with your prospect...for example...into the North American market ...or into the Asian Markets etc).

After almost 20 years of research and development, this technology is being hailed by many as the greatest health science breakthrough of our lifetime. Some experts are comparing it to the discovery of penicillin. Best of all, this technology is heavily patented with no competition, no copycats. In the last 2 years we doubled in size of the company from \$80 to over \$170 million a year and are now on track to take it to ½ Billion Dollar company in the next 5 years. As a result, we are looking for some ambitious people to help us do that.

Bob, I am just wondering are you open to building other income options?

OR: *Bob, if you could build a significant stream of residual income, and it didn't get in the way of what you are currently doing, would you be open to taking a look at it?*

If NO: *No problem, Bob. May I ask you; do you have anyone close to you... personal friends or a family member that is struggling with a health issue right now... because I believe this could be of benefit to them!*

If YES: *Great! May I forward you some information for you to take a look at. It will include some video links that you will be able to better understand both the technology and the income opportunity. When do you think you would have a chance to go through the information?*

Great! I will call you (suggested time) just to answer any questions that you may have.

CELL PERFORMANCE BUSINESS APPROACH

Hey Bob. I'm not sure if you know what I have been doing for the last (x amount of time), but I have been working with a really advanced health technology that has had an astonishing impact on people's lives all over the world. In fact, we have done a \$1 billion in sales over the last decade with this technology...but that's not what I am calling you about.

This company has just launched a brand-new product division that addresses fatigue, brain fog, anxiety, stress and overwhelm. Issues that millions of people are dealing with (millions more than ever before, considering what we have been through over the last couple of years.)

What's really cool is that in a consumer study, we saw 8 out of 10 people notice positive benefits with the products. A millionaire buddy of mine once told me – if you have a product that works 50% of the time, you can make a fortune. We are at 80%! These products are fun, simple, affordable and they work and getting them into the marketplace is creating an exciting income opportunity. I am just calling to see if that is something you would like to know more about.

SCRIPTS & PHRASES

PROSPECTING QUESTIONS / STATEMENTS

You can make a statement and ask for interest ...or ask a question

I have come across a technology that is helping people with their health challenges. Some medical professionals are calling it the biggest health science breakthrough since the discovery of penicillin. DTSLSYMLTKMA?

Hey Bob, I just discovered an amazing health technology that is 10-15 years ahead of its time. Any health challenge you can think of we are seeing amazing results. DTSLSYMLTKMA?

If there was a way to train harder and recover faster ... would you want to know about it?

If there was a technology to increase your endurance and recovery and it was good for you... would you want to know about it?

If there was a technology that was allowing people to look years younger in a matter of weeks, and it was actually healthy for your skin would you want to know about it?

If there was a technology that was getting to the root cause of aging and could slow it down...would you want to know about it?

I just started using a product that's really improving my kid's skin challenges...and its actually healthy for their skin... as a parent is that something of interest to you?

If there was a way to create an additional stream of residual income and it didn't get in the way of what you are currently doing, would you want to know about it?

60 SECOND PREVIEW to create more curiosity & intrigue! (The answer to "what is it?")

Think of your body as the most complex communication network that exists. Every second of every day your cells are passing tremendous amount of information, from cells to cells and throughout every system of your body! Any breakdown in this vital communication and you cannot achieve your full health potential.

Let me give you an example. Imagine your home is on fire and you call the fire department. They have the big red truck, the firefighters, firehouse.... everything they need to put out the fire. But what if you have a poor "cell" signal? Maybe you just have 1 bar, or the call keeps dropping. The fire Department don't get the message, and your home goes up in flames! It's the same in your body; if your cells can't signal little else matters!

Well. we have the only technology in the world that can amplify and clarify this critical cell signaling using the exact same molecules your body uses ...and the difference in people's lives

SCRIPTS & PHRASES

can be absolutely astonishing. For many people it is the missing link to better health and vitality! DTSLSYMLTKMA? If I sent you a short ___ minute video would you take a look at it?

INDIRECT APPROACH (added to prospecting questions and statements)

It may not be for you, but I would love for you to take a look and give me your opinion.

It may not be for you, but I do believe that this is something that you deserve to know about.

It may not be for you, but I just want everyone I love and care about to know about this. What you do with the information, is up to you.

It may not be for you, but you might have loved ones who deserve to know this technology exists.

It may not be for you, but I would love for you to take a look at it, before you say no.

It may not be for you, but you might know the kind of person I am looking for.

CONNECTOR / PERSON OF INFLUENCE

If you could create an additional stream of income without changing your schedule, and it simply meant opening some doors and making connections, would you want to know about it?

NETWORK MARKETER

I understand you have been involved in Network Marketing before. I wanted to ask you... if something truly unique and exceptional came across your desk would you open to taking a look at it, or are you 100% emotionally attached to what you are currently doing?

REMEMBER: It's not what you say, but how you feel about what you say that is important. To put it another way, it is not the words that you say but the song that you sing! Your enthusiasm and energy (from your belief and conviction) will move people more than the words themselves. Don't get too caught up on saying everything perfectly.

Prospecting is a MILLION DOLLAR Skill. Practice it!

REMEMBER: You can't say the right thing to the wrong person!

Some Will – Some Won't – So What – Someone's Waiting – NEXT!