

We are in the business of duplication with a Medical Breakthrough: **Nrf2 Technology**

We follow the **Blue Print for Prosperity:**

(1):Getting Started (2): Data Base (3): Invite (4): Tell the Story (5): Follow Up (6): Resolve Concerns and Close

We do "3" things in this business:

A. Share the Prime Time Special: (www.abcliveit.com)

B. Third-Party Validation and Promote from Event to Event:

Tools:

www.abcliveit.com: www.watchabcbiz.com: pubmed.gov: search protandim: search oxidative stress and health issue: search NRF2:) scholar.google.com: duplicatethebiz.com: Pro 10 Carrie Dickie training site:

www.lovelaughlead.com: www.lifevantage.com: www.lifevantagetools.com: www.optimalprintsource.com:

LifeVantage Customer Service: 1.866.460.7241

Events:

bigbluecalendar.com: Pro 10 Carrie Dickie Monday Call 9am pst: 712.432.0075: code: 699737Pro 8 Cherise

Matthews Friday morning training call 9am pst: 712.432.9998: code 105445#: Thursday Opportunity (Pro7 and above do the call) Call 6:30 pst: 712.432.0075: code 699737#

C. Build Community

We work as a team to build the community that support the business of LifeVantage

go to: bigbluecalendar.com to see our Community

Getting Started (1)

The Why: What do you want? Why do you want it? What are you willing to do to get it

Your why will "evolve" Isn't that beautiful.... Your Why keeps you committed to the big picture: "your purpose" your team purpose" "humanity purpose"

Understand your back office: your new person's website: id number: password: how to hit Join Us: to ship PC/Dist Login: Back Office: id: password: Go to: Down Line, Communications, & Shopping tab (backbone of the back office)

Databasing (2)

Data Base: Hot Market: Warm Market: Cold Market: Being Present turns cold market to warm

Who do you know: Memory Jogger page 15: write it down for your new person why they think of names

Ask 3 things about what a person does for work: ask 3 things about what a person does for fun: &family

Use Exposing Line

Grab the prospects number and add it to your Data Base List

The Invite (3)

Expose the ABC Investigative Report (www.abcliveit.com)

Book an appointment to watch this prime time special link together (either by phone or watching it simultaneously on computers: or 1:1 meeting at house/Starbucks: or an event.

Book the day and time on your calendar. Always have my paper at-a-glance calendar out to book the day and time.

Be with your new person: help them move through the fear of picking up the phone and book the appointment.

To book an appointment:

Authentic Compliment: What do you really love about your prospect? Tell them!

Invite:

I have something I want to share: Based on what you said

I have an interesting cash flow opportunity: Are you interested in incremental cash flow: Are you open to second stream residual income? Do you consider yourself open minded?

Look for what your prospect is wanting out of life based on the following categories:

Time freedom, financial freedom, belonging to a community, freedom from health issues, freedom to give back!

As Dale Carnegie says, "Bait the hook to suit the fish!" If your prospect does not care about products don't share much about them. If your prospect does not express concern over money, don't over share about it. I find that most people want at least "2" of the offerings above. When it doubt, share a bit about all of them!

Non-Attachment

If it resonates I will put my business partner on the line to answer questions for us if it does not resonate that is ok too.

Third-Party Validation: (Use a tool or an Event)

(Use third Party- use your Third-party team list- Introduce your new people to your upline team Relationship + Influence = perfect buying decision

3 Way Call : Watch the prime time special together over the phone on the computer:

Then put your third-party validator on the phone

1 on 1 meetings at Starbuck's or a home for example: (bring a third-party validator or call one and put on speaker phone)

Edification: Share 3 things great about your prospect: Share 3 things great about your influencer

How much time do we have?

Tell me about you?

What did you like about what you saw?

Tell your two minute story

Move into EZ Flyer based on what they say

Tell the Story (4)

Meeting Process:

1 on 1 meeting : phone meeting with 3rd party validator: An Event/ bigbluecalendar.com: All done the same way

Tell your 2-minute Story

What life was like before LifeVantage

Why did you decide to proceed with LifeVantage

What is your life like now

Hit play on the abc prime time special: www.abcliveit.com

Read the the ez flyer boxes

Put 3rd Party Validator on the phone to answer questions

Sign up prospect with the pc order form or distributor order form.

Go to your website and place the order: The company ships your prospect the order and pays you "a thank you check" the following week.

Follow UP(5)

We water 5 times with Love using third party validation (a tool or an event)

Speak with and re-invite every 60-90 days

2% close on the 1st call

3% close on the 2nd call

4% close on the 3rd call

10% close on the 4th call

81% of all sales are transacted on the 5th follow-up

Resolve Concern and Close(6)

Feel: Felt : Found

Right now you need to decide one of the following:

Would you like more information, would you want to become a preferred customer and love the product, would you like to get a pack and start building this business with us?

Compensation Plan

1 page compensation plan explains the "6" ways LifeVantage Pays Commissions: "3" ways for educating: "3" ways for team building.

The Earning Claims Statement: On the EZ Flyer