



The Magic is in Asking People the Right Questions to Lead Them to Isagenix®

F.O.R.M.

People like to talk about their Family, Occupation, Recreation and Money.

EXAMPLES OF RIGHT QUESTIONS TO ASK:

1. "What have you been up to lately?"

- Whatever they talk about... FOCUS ON IT
- When they ask what YOU have been up to, say...

"I'm so excited that I just started my own business. I'm working with a company called Isagenix that is creating wealth for thousands of people. I'm looking for five motivated people that want to make a six-figure income. Who do you know? Great!"

"I'm working with an extremely successful business owner _____. They have introduced me to a company called Isagenix that has phenomenal health, weight management and skin care systems that cleanse the body. As a side benefit, you can lose weight, gain more energy and improve your health. In fact, I have lost _____pounds. Wealth is being created by so many people in this company."

(pause)

"I'm looking for some motivated people that value their health and want to make extra money. Does anyone you know come to mind?"

"I'm working with a successful business owner that helps retire people in three to five years. Can you think of anyone that might be interested?"

"I teach people how to create weekly cash flow and increase their bottom line in a down economy."

Then... Be Quiet!

When they ask, "How do you do that?" or "What is it?" You say...

"Well, I'm working with an \$800 million-dollar company headquartered in Chandler, Arizona. They have helped create more six and seven-figure income earners than any other company in America over the last six years!"

Then... Be Quiet!

When they ask for more information get their e-mail.

2. “How is your job going? Have you had any promotions lately?”

“Are you open to taking a look at something that you can make extra income from, without leaving your current job? Great.”

- Tell them your compliant story.
- Set an appointment.

3. “Has our financial crisis affected you?”

“Are you open to looking at something that can create an immediate income for you?”

- Set an appointment.

4. On an airplane: “Are you on a holiday or vacation?”

- This is an opening a doorway to finding common ground to connect so you can introduce Isagenix.

5. “You know how we are hearing about all of the bad news from Wall Street. Is this something that concerns you?”

“I used to worry about that too. Fortunately, I have found something to add to my retirement and that I feel really great about investing in.”

- Tell them your compliant story.
- Set an appointment.

6. “Have you seen the newspapers lately about all of the pollutants in the environment and how our health system is not working?”

“Fortunately I do not worry about that anymore.”

- Tell them your compliant story.
- Set an appointment.

7. Compliment approach: “You are really good at what you do. I bet you get paid a lot of money doing this.”

- Wait until they say, no not really.

“Well, I have something you would be incredible at. Can you talk tonight and be in front of your computer? Great.”

ASK FOR REFERRALS:

- a. *"We have been friends for a long time... MAYBE YOU CAN HELP ME. I just started my own business and am looking for some motivated people that are looking to change their position in life. Do you know anyone looking to make an extra income?"*
- b. *"I really respect you for your business success. I just started my own business and am looking for some motivated people that are looking to change their position in life. Do you know anyone looking to make an extra income?"*
 - Tell them your compliant story.
 - Set an appointment.
- c. *"I have come across something that I really need your opinion on. Do you have some time tonight around 8 p.m., it will only take about 20 minutes? Great. Can you please be on your computer? Talk to you later."*

NOW TIME FOR THE CALL:

1. **"Hi. Are you online? Please go to my Web site: (www._____isagenix.com)"**
2. **"Now click on IsaVideos and watch the Isagenix Story. It's brief, to the point and really compelling."**
 - Or send them to www.IsaMovie.com.
 - Stay on the line with them until they are done.
3. **Ask them, "Which one got you the most excited, the products or the business opportunity?"**
4. **Now have them watch the Cleansed for Life or Wealth Revolution videos.**
 - Send them to www.CleansedforLife.com or www.IsaWealth.net.
5. **Call them back in 15 minutes and answer questions.**

THE CLOSE:

"Do you have enough information to make a decision today?"

Or:

"Are you ready to let Isagenix get into you?"

If they say yes...

"Are you open to coaching on the best way to get started in the business?"

If they say yes...

"We recommend the President's Pak."

- If your person says this is too much, you can always back down to one of the 30-Day paks.

"The company takes most credit cards and checks."

SUGGESTION:

If you are new to the business, it's a good idea to have your upline on the phone as well. They are better equipped to handle any objections that might come up.



How to Ask For Referrals:

- a. *"We have been friends for a long time... MAYBE YOU CAN HELP ME. I just started my own business and am looking for some motivated people that are looking to change their position in life. Do you know anyone looking to make an extra income?"*
- b. *"I really respect you for your business success. I just started my own business and am looking for some motivated people that are looking to change their position in life. Do you know anyone looking to make an extra income?"*
 - Tell them your compliant story.
 - Set an appointment.
- c. *"I have come across something that I really need your opinion on. Do you have some time tonight around 8 p.m., it will only take about 20 minutes? Great. Can you please be on your computer? Talk to you later."*

PEOPLE TO CONSIDER:

- Real estate
- Retailer
- Mortgage broker
- Car dealership
- Hair stylist
- Insurance
- Dentist
- Dental hygienist
- Chiropractor
- Restaurant owner

Isagenix[®] Stories

- a. *"I'm working with an extremely successful business owner, _____. They have introduced me to a company called Isagenix that has phenomenal health, weight management and skin care systems that cleanse the body. As a side benefit, you can lose weight, gain more energy and improve your health. In fact I have lost _____ pounds. "Wealth is being created by so many people in this company. (pause) I'm looking for some motivated people that value their health and want to make extra money. Does anyone you know come to mind?"*
- b. *"I'm so excited that I just started my own business. I'm working with a company called Isagenix that is creating wealth for thousands of people. I'm looking for five motivated people that want to make a six-figure income. Who do you know? Great!"*
- c. *"I'm working with a successful business owner that helps retire people in three to five years. Can you think of anyone that might be interested?"*
- d. *"I teach people how to create weekly cash flow and increase their bottom line in a down economy."*
- e. *"Prior to Isagenix, life was very difficult for me. I earned just enough income to pay my bills and get by, but never had enough money to live the life of my dreams. I had nearly lost all hope, but that changed. I have been building my business for four years now and I'm truly living my dreams. Anyone can do this!"*
- f. *"Isagenix has kept me healthy and at my ideal weight for six years. About a year ago, I started my own business and now I have my dream job. I make my own hours, work wherever my cell phone is and I take as much vacation time as I want."*
- g. *"Before Isagenix, I had difficulty sleeping and was overweight. With Isagenix I released 35 pounds and my health is excellent. I feel better at age 53 than I did at 33! I love this business. To me it's the ultimate in financial freedom. When I go on vacation, I have more money in my bank account than I did before I left. Isagenix is the American dream at its finest. I'm proof of it."*
- h. *"I used to be overweight, unhealthy and broke. Now because of Isagenix, I have lost weight, feel great and have created wealth for my family."*