

## Scripts to go with How to Find & Close Market Partners

How to reach out to your warm market contacts - send them a text using this format:

You + Me + If I, Would You?

Examples:

Hey Ashley, I've been thinking about when you told me you wished you would be able to quit your job and stay at home with your kids, I'm not sure if what I do would be a fit for you but I know it's definitely a vehicle that could make that happen, if I took you out for coffee this week, would you be willing to meet with me to learn a little bit more about what I do?"

Hey Ashley, I've been thinking about you since you told me you wished you had a way to pay extra on your student loans, I'm not sure if what I do would be a fit for you but I do know a lot of other women who've used this as a way to pay off their student loans & other debt too, think how good that would feel! If I were to take you out to coffee this week, would you be willing to meet with me to hear a little more about what I do?

TIP: Any time you find yourself chickening out about asking someone to look at your opportunity, think of how you'd feel if they joined under someone else later on because you never asked them. =)

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What to say when someone reaches out to you on social media and says "Hey, I've been thinking about joining Monat, can you tell me a little bit more?"

TIP: DON'T WORD VOMIT, Make it about them!

Say: "Hey Ashley, thank you for reaching out. I hope you are doing well! I'd love to share more info with you, what interests you the most about Monat?"

This is where they will say money, the products, my personal testimonial, it looks like fun, I want to earn a trip, etc.

Whatever they say - that is the direction and the only direction that you go! You want to speak to their interests. If they say they are interested in earning more money and you start telling them all about every single ingredient, how to video & about the last five trips you've been on, you're going to lose them. Their interest is money, speak to them about money!

So for example, if they say they're interested in earning money, you might say: "Awesome! Without getting into a ton of details, I can tell you that we have one of the most lucrative compensation plans that I've seen in the entire industry and it's super awesome to get rewarded financially for helping others have great hair or earn extra income themselves. Most companies pay about 30% of company revenue back to their consultants in commissions and we actually

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pay back 50%. In order to make this worth your time, how much money would you want to make in the first few months?"

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How to approach an employee (waitress, store clerk, bank teller, barista, etc.) when you are out and about:

Say: "How long have you worked here?"

They might say: "I've worked here for two years."

Say: "Are you open to other income opportunities that wouldn't interfere with your current schedule?"

They might say: "Yes, of course!"

Say: "I'm a rep. With the #1 fastest growing premium haircare company in North America - If I gave you some samples of my haircare products, would you be willing to try them and let me know what you think? I need to make sure you love the products before I share more about earning extra income."

They might say: "Yes, that sounds great!"

Say: "Great! Here are the samples, I don't have any instructions on me, can I get your phone number so I can text them to you when I get home?"

They might say: "Sure, here you go 555-555-5555"

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### Eric Worre's Six Steps to Closing

You've sat down with your prospect, shared your story, and presented your opportunity, now what? How are you going to close so that you have the best chance of getting your prospect to sign up?

- 1.) Out of everything you've heard, what do you like the best?
  - a.) This invites positive feedback only
- 2.) Ask your prospects, on a scale of 1 to 10, with 1 being "Not at All" and 10 being "Ready to Go," how interested are you right now in this opportunity?
- 3.) Based on what you've just seen, if you were to get started with this company on a part-time basis, approximately how much would you need to earn per month in order to make this worth your time?
- 4.) Approximately how many hours could you commit each week to develop that kind of income?
- 5.) How many months would you work those kinds of hours in order to develop that kind of income?
- 6.) If I could show you how to develop an income of (their answer to #3) per month, working (their answer to #4) hours a week over the course of (their answer to #5) months, would you be ready to get started?