Words That Work

With the Daily Action Plan

Connect > Pique > Point > Follow-Up > Enroll

LiveYoungerSuccess.com

Step 1 ~ CONNECT heart-to-heart with people

Remember… people don't care how much you know until they know how much you care!

Step 2 ~ PIQUE their interest

Phrases from the book *'Exactly What to Say'* by Phil Jones

- *I'm not sure it's for you but...*
- *Just imagine if...*
- *What do you know about...*
- *How would you feel if...*
- *Just out of curiosity...*
- *Most people...*

Phrases from Tom 'Big Al' Schreiter

- *I'm just curious…*
- *This may or may not be for you…*
- *Well, you know how…*
- *There's an old saying…*
- *Most people...*

Phrases about X39

- *What do you know about stem cells?*
- *Are you in any pain?*
- *I've recently learned about a historic breakthrough in affordable stem cell technology!*
- *Are you open to a supplementary (extra) income?*
- *I finally found something that helped me with…*
- *Just imagine if you felt years younger!*
- *Is there one thing about your health that you'd like to change?*

Step 3 ~ POINT to a tool

Popular Tools ~ Videos from the LifeWaveNOW app or send LiveYounger.com

- *Would it be okay if I sent you a 3-minute video about the patch technology? (via InTouch)*
- *I'd like to invite you to check out a short video on LiveYounger.com*
- *And if you like what you see, I'd be happy to send you a free sample after you watch the video.*
- *When would be a good time to get back together?*

Step 4 ~ FOLLOW-UP and take appropriate action

- *What interested you most?*
- *What did you like best about what you saw or heard?*
- *What questions do you have for me?*

- *I know you only listened to a short video/webinar, but I'm curious. On a scale of 1-10, how would you rate your level of interest?*
- *Are you ready to get started?*
- *What needs to happen for us to take the next step?*
- *What else do you need to know to make an informed decision*?

Step 5 ~ ENROLL

Before enrolling someone, ask…

- *Are you going to be using the patches just for yourself, or do you plan on sharing them with others?*
- Then enroll as a Preferred Customer (click SHOP) or Brand Partner (click JOIN)

If they're not ready to enroll and want more information

- *Do you like a little information, a lot of information, or something in between*?
- *My goal is to give you enough of the right information so you can make an informed decision*
- Invite them to a Presentation (some options below)
    - Another video via InTouch or invite them to LiveYounger.com
    - Power of the Patch Webinar ~ 24/7 (POPWebinar.com)
    - Monday Morning Miracle Call ~ Mondays at 8 am PT (LiveYoungerChat.com)
    - Introduction to LifeWave & X39 ~ Tuesdays @ 6 pm PT (LiveYoungerZoom.com)
    - Product & Opportunity Call ~ Sundays @ 4:30 PT (ConnieZoom.com)
- Invite to a 3-Way Call with your Sponsor or Upline Mentor
    - *You're asking some really good questions, and as I told you, I'm still very new to all this. But I know someone who has been at this longer than I have and who can answer your questions. Let's see if I can get them on the phone with us right now.* (or schedule in advance)

If they don't want more information…

- *Would it be okay if I reached out to you in a month?* (or 3 months… or….)
- If they say no to the above question, then lightheartedly ask: *Is that no for now or no forever?*

SUCCESS TIP: Success is not Magical… It's Mathematical… so do the Daily Action Plan!