



## FIRST START A CONVERSATION WITH PEOPLE...

Focus on building Know/Like/Trust with your contacts by asking about them.

*'People don't care how much you know, until they know how much you care.'*

Use **F.O.R.M** to start conversation...



**F**amily



**O**ccupation  
(Job)



**R**ecreation  
(what they like doing)



**M**otivation  
(Money)

Use **Communication Tools** like texting (SMS), FB Messenger, WhatsApp.

### Pre-Call Message:

Send a pre-Invite Text Message or Record & send a 1-minute Audio Message on FB Messenger (or WhatsApp):

*Hey [Prospect's Name], it's [Your Name] here. I have something I'm excited to share with you, and I could really use your help.*

*Only need a couple of minutes of your time to explain – I'll give you a call later ...  
Best wishes, [your first name] I think you will **LOVE IT!***

## Learn to ask INVITE Questions:

Here are some 'INVITE Questions' as suggestions to help you, but it's important to use your own words that are aligned to your own personality.

**INVITE CALL FLOW:** (no more than 3-minute call)

*"Hi [Prospect's First Name]... [Your Name] here.  
Did you get my text/audio message I sent you on... [state when sent]?"*

### [Whether YES or NO continue...]

*"Do you have a couple of minutes now? Great – I literally have only a few minutes myself as I have to [give a strong reason you are tight on time]". [Share your Excitement]*

### Use this phrase anytime there is an objection to look:

*(this is NOT used when they do not have time right now)*

*"It may or may not be of interest to you,  
but I'm certain it **will be of interest to someone you know.**"*

## INVITE 1:

### Direct Approaches:

- "I'm super excited about this new business and I want you to look at it"
- "You gotta look at this business with me and I want us to build it together."
- "This is important to me and I'm asking you to look at it because we're friends, and I respect your opinion"

## INVITE 1.1:

### 'Product Approach' Questions:

- Right now, would you agree that there are loads of people that want or need to have more energy, feel better, more awake, more alive, more focused...
- Do you know anyone like that?
- I have found a product that... (insert your product testimonial)
- If I sent you over some brief information, would you take a look?

**INVITE 2:****'Income Approach' Questions:**

- “Right now, there’s loads of people that want to earn some extra money part-time but they don’t want to take a second job...
- ...or they simply want more free time to do the things they really want to do; would you agree with that?
- Do you know anyone like that?
- If I sent you over some brief information, would you look at it?”

**INVITE 2.1:****'Income Approach' Questions:**

- “Let me ask you a simple question...
- ...do you keep your options open at all, in terms of making any money outside of what you’re currently doing in XXXX profession?
- Can I share something with you?”

**INVITE 3:****'Income Approach' Questions:**

- “If there was a way you could increase both your income and your free time, while having some fun, working part-time from home around your current commitments... “
- “Would you be curious enough to take a look at a 5-minute video online; you can watch it from the comfort of your home.”
- “Can I share a link with you?”

**INVITE 4:****'Income Approach' Questions:**

- “You mentioned about wanting to change...”.
- “[quote them back something they may have told you eg new car, bigger house, children’s school, job, etc)“.
- “Can I ask, were you serious or just kidding around?...”
- “I think I might have found a way to help you get that.”
- “Can I share something with you?”



## Website Link intro:

Great ...I'll send you a web link with a 5-minute INTRO, and if you like what you see just follow the links to see more. What's the best way to send you a website link?

[send EXPOSE link [www.Lovit123.com](http://www.Lovit123.com) with their email, or Messenger, or WhatsApp, etc]



## Get Their Commitment:

Can I suggest you keep a pen & paper close to hand to jot down any questions you have when you look at the info, and I can then answer them for you when we next chat. Can I ask, when do you think you'll look over the website?



## Set Follow-up Appointment:

Great. So I'll send you a website link to [state email, Messenger, etc] and I'll give you a call at [set follow-up call time] and we can chat through then.



## Confirm Follow-up & Close:

Sorry I have to dash now to [repeat reason you have to get off phone] but it's been great chatting now, and we'll talk again at [repeat follow-up call appointment time]. Bye for now.



## Handling other Contact's Responses:

To save time now, what I'd suggest is first checkout the website, then jot down any questions that you have that are not answered, and when we re-connect I can get your questions answered – does that sound OK?

Any questions not answered, we can cover when we next chat.

## Follow-Up Questions:

- “What did you like best about what you saw?”
- “What else did you like?”
- “I think we can really build this together with the successful leaders on our team.”  
**Are you ready to get started on the team?**



**YES**

“Let's get you **started.**”



**NOT YET**

“**Does that mean you** have more questions or need more information?”

“**Let me introduce you to** one of the team members who can best address that.”

(Set up a **3way call**, 3 way Zoom or 3way chat via Messenger, Whatsapp or SMS)