

Closing Scripts

Here are the steps to use for closing anytime, via phone, zoom, text or messenger.

Transitional Closing Lines:

These are Questions to ask prior to discussing pricing and closing the sale:

After they have seen a Full Presentation, Ask a few of these questions to your prospect while on the Zoom or Copy and Paste them into your text message/chat box to gage what they need next to get started...

- 1) What did you like the most?*
- 2) What are your goals at the moment?*
- 3) What are you currently doing to reach that goal?*
- 3) What are you struggling with the most?*
- 4) Do you feel that you have enough information to get started now?*
- 5) What, if anything, would you want more information on?*

-PRODUCTS CLOSE-

1) Name, I would love to make a recommendation for you that would be perfect for your goals and budget.

So let me ask you a couple of questions so I can see which system would be the most beneficial for you.

If you were to replace your current supplements and start taking our advanced Liposome technology products what would you be replacing?

- 2) How often are you taking these supplements daily?*
- 3) Do you feel like your supplements are making a life changing impact?*
- 4) What would you say your current supplements cost you on average per day?*
- 5) Here's the verbiage to use to present the packs and close a sale through*
- 6) Are you the kind of person who would pay more for quality, if you knew they would work?*

Verbal/Text/ or Messenger:

Alright! I have 4 packs in mind for you so we can help you trade out your old supplements for ones that your body will be absorbing more efficiently with our 12 Cellular Delivery Technologies for better absorption. No matter what you've been spending, you will appreciate how great our products will make you feel. Its time to see results!

The absolute best system that I highly recommend is our **Founders Pack!** 90% of the people I work with get started with this system. It includes the Intro Pack Products but also comes with the following:

-8 months of Visage our New Neurocosmetic Super serum. Offering more than mere nourishment and renewal. It actively revitalizes the appearance of the skin, supports natural rejuvenation processes, and promotes skin elasticity and suppleness—all while making you happier.

-6 months of Vitalite- our whole food Vitamin packs so you can curb appetite, truly feed your body and maintain healthy blood sugar levels while having more natural energy completely stimulant free.

-4 months of our delicious Collagene- Collagen Packets, 5 g. of the best most highly absorbable marine collagen coupled with biotin, keratin and hyaluronic acid for reduction of fine lines and wrinkles and tissue repair and recovery.

-4 months of our Eternal- Liposomal Resveratrol and Glutathione Berry Antioxidant packets to naturally boost your metabolism, while receiving the best heart healthy anti-aging antioxidants on the planet.

-5 months of Imune- Immune balancing products that work to modulate your immune response with nootropic mushrooms, nano silver sol, elderberry extract and so much more for seasonal allergies and enhanced gut microbiome.

-6 months of Revive- natures Advil, for joints and inflammation, uses liposomal turmeric, various mushrooms, ginger and more.

-7 months of Purifi- the most gentle daily detox formula to bind to heavy metals and artificial sugars and helps you naturally detox your 5 major organs using; Chlorophyll, Milk thistle, Burdock root, Humic shale and more. This isn't a laxative, just a better way to cleanse and purify daily to help your body function at its best everyday.

By far this is the best value and gives the best results because it makes your routine simplified and your daily life easier.

This pack is almost an 11 month supply, plus you get a \$100 token for additional Free products. It breaks down to \$7 per day and is \$2,800 wholesale plus your shipping & tax etc! This pack is the most amount of products for the least amount of money. You're worth it!

Also Three pays everyone who gets started with 2 friends with the same pack, up to \$700 in referral bonuses back to you.

We have other getting started packs I can share with you:

The **Business Builder Pack** breaks down to \$9 per day and is a 5 month supply for \$1,360 of all our products.

The **Premium Pack** breaks down to \$10 per day and is a 2 month supply for \$600 for all our products. Is a great starting pack because you get to try one of every product and basically get 2 Free Visage Super serum. Great for a couple to share and really get a taste of THREE and you'll start to feel like a million bucks using the entire system.

The **Intro pack** is a dip your toe in the water pack and it breaks down to \$6 per day for a 1 month supply with 3 of our flagship products, the Eternal Antioxidant Glutathione Glow packets, the Vitalite- Multi-Vitamins packs and the Imune- Immune quorum sensing support products.

Which pack sounds like the best fit for you? (WAIT for the ANSWER- Stop Talking!)

Take the ORDER:

11) "Okay Great, Here's the info I need to get your order going: (Only ask them for the info you do not already have.)

First and Last name

Shipping Address

Credit Card number

Name on Credit Card

CCV

Exp date

Email

Birth Date

Phone number

Username (Create your own, I usually do First and Last Name all together)

Password (Create your own, I usually do Healthy1 and you can change it after I do your onboarding call)

TAKE THE ORDER: Write down the info asap or Message this: Feel free to text or email me this info to (enter your email address)"

Give them ASSURANCES by saying or texting this after you have taken the order:

Thank you (Name), I'm looking forward to you getting started! You will receive a Welcome Email from the company and from me. Text or email me once you see it and we will schedule your

onboarding call for after you receive your products.

REMINDER: Enroll them and Add them to LEGACY MAKERS Support groups on Facebook and Shout!!!!

ENROLL Themselves STEPS:

- If you have someone who wants to enroll themselves on their own computer: -

11) I always recommend you Enroll them yourself with the info above or send them this step by step on how to Enroll Themselves using your website links found in your back office, send them the appropriate link for if they want to order retail, preferred or Brand Ambassador. I usually send PC or BA links to help them save money:

"So, here are the steps to get the wholesale prices we discussed:

1) Click on Partner With Us

2) Select and Set up "Preferred Customer/Brand Ambassador" to get the wholesale prices .

3) Fill in your personal info.

4) Complete Account Setup.

5) Select the (Pro Pack or other Pack) and click on "Add to Cart" button.

6) Add products to cart, click on cart and fill out your shipping and CC info.

7) Receive your order and ID number

I am online so let me know if you need any help at all with any of the steps.

So excited for you!

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-BUSINESS CLOSE-

1. What did you like the most ____?

2. What else did you like?

3. On the scale 1-10, how serious are you about seeing yourself doing the business?

4. How much would you like to earn per month?

5. How many hours a week can you invest?

6. In how many months would you like to be earning ___?

7. IF I work with you to help you earn ___, in ___ months doing ___ hours a week, would you join our team?

8. Do you want to go fast or faster?

9. Here is what I recommend: The Pro Pack is our “Best Value Pack” it’s our largest pack and has enough products for you and your family plus enough product to sample out. It is the best value plus you get free products. It’s ALL your business expenses for 11 months. You write it off, eat your overhead, and you receive your level 1,2,& 3 leadership match for 12 weeks and get \$100 token back for future free products. You become active and you are all in for a year.

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