

# Scripts For LIFE!!!!

Use with All Prospects, Anywhere, Anytime, Any Place

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## 12 Success Questions To Qualify Any Prospect

1. Why do you want to know?
2. What do you do?
3. What does that entail?
4. How long have you done it?
5. What did you do before?
6. How are you being effected by what's happening with the economy?
7. How do you like what you're doing?
8. Have you ever thought about doing anything else?
9. Are you familiar with the network marketing industry?
10. What experience did you have?
11. Why do you think you weren't successful?
12. Would you be open to looking at another company that didn't have those obstacles

## 12 Questions for College Students

1. What are you studying?
2. Are you a full time or part time student?
3. If part time. What kind of work do you do?
4. When do you plan on graduating?
5. What will you do when you graduate?
6. How are you paying for your education?
7. A lot of students have turned to the Internet to make extra or even full time income, have you ever considered doing anything like that?
8. A lot of students have turned to the Internet to make extra or even full time income, are you familiar with the network marketing industry?
9. What experience have you had?
10. Why do you think you weren't successful?
11. Would you be open to looking at how you could work online with me and make extra income?
12. Would you be open to learning about what network marketing is and how you could generate income with it?

## **The 12 Questions For People in Sales**

1. What are you selling?
2. How long have you been doing this?
3. What did you do before?
4. How much did it cost you to get started?
5. What do you make when you make a sale?
6. How much are you spending on your business each month?
7. How do you get your leads?
8. Are you making enough to cover your expenses?
9. Are you happy with the money you're making?
10. What are you doing that creates residual income?
11. Why aren't you building a network marketing business too?
12. Would you be open to looking at a network marketing company that could produce residual income for you?

## **12 Questions For Network Marketers**

1. Are you still active in your company?
2. Are you building a business or just using the products?
3. Are you doing the business full time or part time?
4. How long have you been in it?
5. Is this your first experience in network marketing?
6. If not, what was your first networking experience?
7. How many other companies did you try?
8. How are you doing?
9. What was it that attracted you to the company?
10. Are you happy with the money you're making?
11. Why do you think you couldn't make money in the business?
12. Would you be open to looking at another company that didn't have those obstacles?

## **Use These “Transition To Business” Lines Once A Financial Need or Interest is Identified**

1. A lot of people are turning to the Internet to make full time or extra income, have you ever thought about doing anything like that?
2. A lot of people are turning to the Internet to make full time or extra income, are you familiar with the network marketing industry?
3. Many realtors have turned to the Internet to replace their lost income, have you ever tried anything like that?
4. What are you going to do to achieve those goals?
5. What are you going to do to replace your lost income?
6. Is what you're doing today going to help you achieve your long term goals?
7. You're one of the nicest people I've met on Facebook/MySpace. You'd be fun to work with. Have you ever thought about doing anything else?

## **Questions to ask to send information or tools:**

1. If I sent you a \_\_\_\_\_, would you \_\_\_\_\_? (Video, Link, Webinar, tool, sample, call, etc..)
2. When would you for sure be able to (watch that video, look at that link, get on a call with me?)
3. So if I call you on (day and Time) you would for sure have seen the (Video, Link, Webinar, etc.)
4. Great confirm the time you will be calling them and stop conversing!!!

## **5 Follow up Questions to Close the Sale**

1. What did you like about the business?
2. Do you have any questions?
3. Do you understand how you make money?
4. Do you see an opportunity for yourself in ( your company )?
5. When would you like to get started?

### **Adrienne's Stories:**

#### **Products Stories:**

#### **Weight Loss:**

I was tired, un motivated and really lacking energy when my friend introduced me to this incredible weight loss system. I had no time to work out with 4 year old twins at home and working part time but I said yes and in my first 2 weeks on a 4 week program I released 8 lbs. and 22 inches all over my body and was jumping for joy. What are your health goals?

#### **Athlete's Story:**

I have always been looking to improve my fitness goals and a while ago my friend introduced me to these awesome superfoods supplement program. I really didn't think it would make a difference but when I started using them to prep for my next bikini competition, I quickly realized how grateful I was for them. I ended up toning and tightening a good 27 lbs off my frame and took home 1 first place trophy and 2 second place trophies. I was alert and happy when most people were starving backstage. What are you looking for in your program as an athlete?

#### **Aging Gracefully:**

I have always been paranoid of wrinkles and aging too fast with all the toxins in our environment and foods these days. I turned to a cellular replenishing system that helps me fight all that and I love the energy and toning it gives me. The skin care line is out of this world. We also have a product called "Product B" which was featured in Popular Science magazine for its award winning research behind it. What are your healthy aging goals?

## **Business Stories:**

### **Story 1:**

6 years ago, I was introduced to a system of energy and performance products and I fell in love with them. I knew there was a way to make money promoting them but at that time I was busy working another career and being a mom of 4 year old twins. While in a failing marriage that was super stressful. It was at that time that I discovered free enterprise and decided to start my own business with those products I had now been on for 18 months. In 6 weeks, I was able to replace my income at my current job and be a full time mom working from home. It's changed everything for me. How about you, if you had all the time and money in the world, what would you be doing with your life?

What else?

What if I could show you a way to get (they're answer) working with me, would you be willing to take a look at what I do?

Yes, schedule a call and then send video to [Isamovie.com](http://Isamovie.com).

### **Story 2:**

Let me tell you what hapened to me. 6 years ago, I was a broke single mom living pay check to pay check and took a risk starting my own online business. In 6 weeks I was earning more money from home than I was at my 9-5 job. I can show you how to do the same, if you would be willing to take a look?

### **Alternate ending if looking love:**

Now I'm living my dream liestyle and met the love of my life in business. We work together and Love it! I can show you how to do the same, if you would be willing to take a look?