

Engage in a Conversation

The second step in the 4-step system includes contacting and inviting the people on your list. The single purpose of the “invite” is to find people who are willing to invest a little time in exploring the Metabolic Lifestyle Kit and BIO-RES with the end goal being an appointment to meet up or do an online exposure. One by one, we contact our list to engage in short conversation and catch up (if needed) then invite the prospect to take a look at Alovéa’s offerings. Taking daily action on what you are about to learn in this training segment is one of the most important income-producing activities that will build your business.

Before we get into some specific scripts you can use, let’s first discuss your mindset & attitude when contacting the people on your list. Building a social business with Alovéa, reaching your goals and creating a life you love are all a BYPRODUCT of coming from a place of love and service.

This is EXTREMELY IMPORTANT and an approach that is contradictory to how people view this profession – they believe the key to success is becoming a great salesperson. Therefore, they spend a majority of their time trying to sell their contacts and struggle to get the results they want.

If you want to win big, do NOT focus on what you will GET from people buying from or joining you. Focus on the value you can GIVE to people’s needs and offer solutions to their challenges.

Lastly, if you ever feel stuck or frozen with fear when it comes to contacting the people on your list, you simply need to make this very important shift in your mindset...

Come from a place of service and view reaching out to people as an opportunity to SHARE a gift that could potentially change someone’s health and life, because that is exactly what will happen if you share this with enough people. You will change lives and, in the process, your own life will be changed as well.

TIPS FOR CONTACTING AND INVITING

1. You are not the opportunity or the message – Invite your prospect to view one of the tools that present the product, opportunity or both. Start with a short video and work up to a longer one. Do NOT try to present the information over the phone.
2. Schedule time each day to invite – Treat this like a business and it will impact more people and reward you in the process.
3. Your business is engaging with people – When you think, “I can’t talk to that person,” substitute that limiting thought with, “I must talk to that person!”
4. Keep your message consistent – You will continue to improve, but don’t fall for the “idea of the week” syndrome. If you keep changing around your approach and strategies you won’t give any of them time to succeed. Study the strategies in this training and consistently do what the successful people on the team are doing.
5. Inviting is NOT presenting – The single purpose of the “invite” is to find those interested in learning more about what we have to offer. We are simply looking for people that are looking for us and there are millions of people praying for something to improve their health and/or a financial opportunity.

Team **VEA** Engage in a Conversation

Life

Below is a detailed script guide teaching you what to say when prospecting and recruiting. It's always a great idea to practice with your sponsor or upline leader to get comfortable with your invite. Any of these scripts can be tweaked to your liking.

THE INITIAL REACH OUT

The first step towards prospecting your names list is the initial reach out. This includes either making a phone call, sending a text message, sending a Facebook or Instagram messenger, etc. to engage in a short conversation. Keep it simple, don't try to explain it all over the phone or text, and under no circumstances ever go right into trying to sell or recruit them. That typically doesn't end well. It is always best to be authentic and honest when reaching out to people.

You can use a phone call, text message, or private Facebook/Instagram message with any of these scripts below. *See Social Media How To's Guide

HOT MARKET APPROACH

This approach is best used with your closest family and friends - otherwise called your 'Hot Market.' Be direct and leverage your relationship with them. These scripts are great for brand new people.

SIMPLE TEXT OR CALL INVITES:

- "Coffee this week?"

Set a time & date to get together for coffee at a business location or at a home. You will learn exactly what to do when you meet up in training video #3.

- "Hey (name) do you have 5 minutes right now or is there a better time this week?" (wait for an answer, if it is "no" then let them know you'll check back with them another time or set up a time to connect. If the answer is "yes" then proceed.) "I've got something exciting I want to get your eyes on. I'm going to send you a 3 min video that I'd like you to watch, then I'll call you right when it's done." (Call them after 3 minutes and ask, "What did you like best?" They may be ready to get started with you, otherwise confirm the next step they would like to take which could be samples, fact sheets, 3 way call, social media, or another video.

TEXT INVITE FOR OUT OF STATE CONTACTS

"Hey (name), I've got something I want to run by you and get your input on. When do you have 15 minutes this week for a call?" Set the time & date for the appt. Video #3 explains the next step.

SOLVING A PROBLEM INVITE

"Hey (name) how are you doing? (catch up & connect if needed) I wanted to touch base with you, because I know we've talked before about you struggling with health/income/lifestyle challenge. I think I might have something that can help. It may or may not be for you, but would you be open to taking a look?"

APPROACHING SOMEONE YOU HAVEN'T TALKED TO IN A WHILE OR DON'T KNOW VERY WELL (WARM MARKET)

"Hey (name), it's been a long time since we've spoken, and you popped into my mind the other day. How are you?" (spend a few messages/minutes catching up with them)

"The reason I wanted to connect is that I am really excited about a social business project I've been working on (OR product I've been using), and I thought of you.

It may or may not be something you'd be interested in, but I'd love to share some information with you to see if you or anyone you know comes to mind. Would you be open to taking a look?"

INVITE FOR SOMEONE YOU LOOK UP TO OR ARE NERVOUS TO APPROACH

"Hey (name), I'm working on a new project that I'm really excited about. It has the power to make a huge global impact on malnourished children in need while helping solve the world's biggest health problems. I'd really appreciate your input if we could grab a quick coffee or get on a 15-20 min Zoom."

INVITES FOR PEOPLE YOU MEET ON-THE-GO

Here's a great question to throw out there when you meet people you may not ever see again, but you make a great connection and they strike you as someone who would be a great team member because of their personality, attitude or the way they carry themselves.

Ask this question after you've had a chance to connect and build some rapport with them, and have given them a sincere compliment.

- "(Name) You have a great attitude/personality/energy, do you ever look at more ways to money?"

OR

- "(Name) It's been really great chatting with you. I'm expanding my business in this area, who do you know that is a go-getter and passionate about making a difference in the world that might be interested in making some extra income?"

THE "I OWE YOU AN APOLOGY" INVITE

Typically for hot market that you messed up. It's ok! We all do it.

"Hi (name), I'm calling because I owe you a big apology. I called/messaged you excitedly about my new business and didn't even take the time to ask you how you were doing before unloading a ton of information on you. I'm really sorry. I know it's not for you, but would you be willing to get together and see what I'm so passionate about so you can support me?"

INVITING TO A METABOLIC LIFESTYLE HOME PARTY

First send out a formal invitation via postcard, email, or Evite (evite.com) invitation. That way when you call to ask if they received the invitation you have a reference point to work from. This approach is not a strict scripted approach, the key is to know what you want to accomplish on the phone. Start off the phone call by connecting and catching up briefly. You have a list of other people to contact so don't spend too much time especially if your time is limited, AND that is what the party is for...to be social, have fun and share.

Say hello and then ask if they received your invitation. Whether they say yes or no doesn't really matter, with as much enthusiasm and excitement you can muster, let them know you are having a get together to kick off your new social business.

"It's going to be fun and very informative. We are going to share a way to optimize your metabolism and burn fat for fuel 24 hours a day while helping support children being rescued from sex slavery through Operation Underground Railroad. Can I count on you to be there? No pressure to buy anything, I just want to share some life-changing products and let my friends know what I'm so excited about."

HOW TO LEVERAGE SOCIAL MEDIA

THIS LINK will bring you to a 75 minute training that walks you through everything you need to know!

- Setting up your social media profile
- Attractive social media content
- The Metabolic Revolution Support Page MLB
- VIP Customer Chat
- Sharing 3 and Free with Customers
- Metabolic Lifestyle Bundle Price Breakdown & Cost vs. Benefits
- Vision Event