



Sharing Alovea: What, Why & How

3rd Party Tools

We share 3rd party tools, (in addition to our personal experiences) as often as possible. Tools are duplicatable, conversations are not.

TOP PAPER TOOLS

Product catalog
Product Fact Sheet(s)
Metabolic Lifestyle Guide

TOP VIDEOS

Metabolic Lifestyle Overview
Social Business Overview

TOP SAMPLE

Focus +

We share enough information to assist our potential customers and business partners to make a decision to get started with us. Don't overwhelm them with too much information. Some may get started on your recommendation alone, others may get started after 1 video, or 1 sample and some may need multiple follow up appointments & bits of information before getting started.

We use the tools is to create a business and not just a "job." When we build our Businesses using tools, we create a pathway that others can follow and a duplicatable system that gives your business the potential to grow around the world even when you are asleep.

Why use closing tactics? Many companies will create an entire training around "closing the sale" skills. Sometimes those "skills" can lead to a high pressure sale or an uncomfortable experience for both you and your contacts...that's not what we are all about. And we don't teach or suggest that pathway.

We find a 'successful close' is actually set up from the very first interaction with your contact. When you're going through the sharing process, you'll find the tools will answer most questions and objections your contact might have. And you've always got the 'expert' a phone call away to help through a 3 way phone call when necessary.

HOW-TO'S

In the last video you learned how to start reaching out and contacting people to gather interest and set appointments, this 3rd video will teach you what to do when sharing and educating people on the products, purpose and social business opportunity with Alovéa. We use the company's marketing brochures, product fact sheets, sampling and videos to share. You'll also have access to presentations recorded by your team leaders to share with your prospects as well.

The goal with BOTH inviting and sharing is to keep it simple. We keep it simple when inviting and don't want to give too many details over the phone or a text message. The reason for that is so we can allow the tools to do the work for us. When sharing the details about Alovéa, we also want to keep it simple and use the tools. I've found over the years, if your prospect wants to know the science and detail about the products or opportunity, they will absolutely ask. Don't assume and overwhelm them with information. Facts tell, stories sell! Keep this golden nugget in the back of your mind when it comes to sharing Alovéa.

When we use the tools and support from our team leaders to help present the information and answer questions, it is a simple and duplicatable process for others to follow versus having to become a product and business expert. Sharing other team member's health & social business success stories is also a fun, interesting way to get people's attention and build belief that they too can have success.



Sharing Alovea: What, Why & How

HOW TO DO AN IN-PERSON MEETING

Here's a step by step process of what to do and the tools you will use to SHARE.

1) Be Prepared

Bring your laptop or tablet, product catalog, and Metabolic Lifestyle Guide, and some samples of Focus+. It's a great idea to have your sponsor or team member with you on the first 2-3 appointments to show you how to do this and offer support and 3rd party validation. If you bring someone with you to meet your prospect, make sure you let the person you are meeting know so they do not feel ambushed or caught off guard..

2) Open the Meeting

(Either in person or online) by connecting with genuine conversation. Power questions to ask FORM: Family, occupation, recreation, message. Typically, something will be said by the prospect with one of these topics that presents an opportunity for you to offer a solution. Also ask what someone would like to improve about their health over the next 90 days: More energy, less aches & discomfort, protect immune system, lose weight, etc.

3) Three Step Set Up

After you have discussed some of the goals and have some basic information on what's going on in the prospect's life, transition to you sharing why YOU are excited and passionate about Alovéa and your "why" for building a business. This is extremely important to share with your prospect as people tend to connect on a different level to stories and personal passion and inspiration than to information.

1. Share your personal reasons for wanting to build a social business with Alovéa and the goals you want to accomplish for your life with the extra income you will be rewarded with. For example, do you want to pay off debt, tithe money to your church or a charity, quit a second job, go on more vacations, buy a new home or car...this is the part where you share your dream and do not hold back!
2. Let your prospect know that you have done your homework looking into Alovéa and that you are all-in on helping people, nourishing kids and making a global impact.
3. The last thing you say to them before you get into the details of the presentation is that regardless of whether you join them or not, you're still friends and you're thankful for their time today.



Sharing Alovea: What, Why & How

AFTER THE PRESENTATION IS FINISHED:

Closing

Ask the following closing questions to start conversation and see what the prospect is interested in most.

1. What did you like best about what you just saw...getting healthier, helping kids in need, making some extra money or all of it?
 - a. If they only want to be a customer at this point, then help them choose the best product bundle or kit for their goals and follow up from time to time bc many customers upgrade to SBP's after they have product experiences.
2. If they are interested in making extra income ask them if they'd like to make a little extra income or a lot of extra income?
3. What would they like that extra income for? What else?
4. Are they ready to get started?

Objections

The reason people struggle with objections is due to REACTING not intentionally responding when people give them. Objections are questions and road blocks in people's thinking, so here are two very simple ways to handle objections without reacting. Time and money are the two most common objections that you will get.

MONEY/TIME OBJECTION

"I'm really sorry to hear that. Tell me more about that...how does that make you feel." The strategy is to get them talking more and open up to you. If people use the time objection it is typically because tools weren't used and they feel they need to take the time to become a health or business expert.

"I know how you feel, I've felt the same way because I've been in that same situation before...can I share what I've found? I've found that it didn't feel good not having some extra money/time to enjoy life. I wanted more, and if I didn't start doing something different, my situation would never change."

Another easy way to handle objections is to share a story of someone with that same objection that has had success.

For example, if someone is hesitant to try the products but has health challenges or goals they've yet to accomplish, share a story of someone who was in a similar situation that is having success with Alovea. It builds belief and gives hope when you share stories with people.

For health stories and social business success stories, go to teamvealife.com/success-stories